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**Volume 11  
1930/1931**

# INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION

West Chester, Pa., and Philadelphia

Vol. XXI

## Farm Census Aids Agriculture Adjustment

By Nils A. Olsen\*

The farm census has been organized to yield basic information which will enable Federal and State agricultural institutions to aid farmers in formulating plans for improving the economic position of farmers. In this connection, the census is vital to the research and statistical work of the Bureau of Agricultural Economics as it provides basic data from which to estimate annual farm conditions in inter-census years.

Approximately 70,000 enumerators will be engaged in taking the farm census in conjunction with the population census which began April 2. Preliminary results will be published by the Bureau of the Census, Department of Commerce, early in 1931, but the figures for some States will be available this fall.

The 1930 census will make available exact data regarding acreage and livestock expansion in recent years and regarding the various shifts in specific lines of farm production. We will know precisely the extent to which mechanical power has replaced animal and man power on the farms, and we shall be able to form some judgment as to future developments in this field. The farm population now is estimated to be the smallest in thirty years; we should like to know how much longer this depopulation of farms will continue?

The information that the census will yield on farm ownership and farm tenancy will give an indication as to whether the trend is toward the development of large farm holdings worked by tenants and hired hand—that is, toward so-called corporation farming—or whether despite the reported industrialization of agriculture, the family farm will persist.

The agricultural census, for the first time, will endeavor to secure information regarding farm income, and expenditures for operating equipment. We shall learn the amount paid for taxes, and obtain data concerning mortgage debts. The amount of the mortgage debt, and the amount charged the farmer for interest, commissions, bonuses and premiums will be asked for the farm he owns and operates and also for other farm land he owns. The need for more complete information on the payment of interest and other charges on mortgage debt is very urgent.

Data covering the dairy industry will be especially valuable in view of the present uncertain position of that industry. We shall have figures on the number of milk cows and the quantity of milk produced in 1929. The schedules will yield information as to the number of cows milked which are of beef or dual-purpose breeding; quantity and value of milk sold, cream sold, butterfat sold, and butter sold, together with data on the number of cows being milked at the time the census is taken, and the daily production of milk at that time.

Complete information will become available on all phases of the poultry and other livestock industries. The number of each kind of farm animal sold, number purchased and number slaughtered on farms for home use or for sale will be asked; also the number of hides and skins sold. These questions have not been asked since

(Continued on page 13)

## BUTTER

### Still an Unfavorable Market Factor

Storage on April first aggregated 30,503,000  
pounds, as compared with 8,512,000  
pounds, the past five year average

WHILE PRICES ARE A TRIFLE HIGHER THE  
PRESENT HEAVY STORAGE STRONGLY RE-  
FLECTS THE CONDITION OF THE MARKET

### STABILIZE CONDITIONS

### USE MORE BUTTER

Farmers who may be using substitutes for butter, should consider their own economic situation. Butter may cost a trifle more in dollars and cents, but its greater use will help reduce the heavy surplus which menaces your dairy market.

AND AGAIN—BUTTER IS HEALTHY AND  
IS A FACTOR IN YOUR HEALTH AND  
THE HEALTH OF YOUR FAMILY.

### BUY BUTTER AND USE IT

### START RIGHT NOW

Review

Editorial  
Review  
No. 1

watch Your Step"

Consumption and Production  
Continue Unbalanced

It's time to "watch your step." Fluid milk production in the Philadelphia Milk Shed continues at a comparatively high rate while consumption is still feeling the effect of continued non-employment on the part of labor. It's a situation every milk producer must consider for himself.

It might be well to clean up your dairy herd, get rid of your boarder cows and do not replace them with new cows, until the market warrants a greater demand for milk.

Unprofitable cows not only fail to pay their own way but they reduce the earning capacity of your good cows. The most economical place for the boarder cow is in the hands of the butcher.

Now why do we call your particular attention to the boarder cow at this time?

Well, the surplus of milk is still with us. Records show that production is gradually increasing and it no doubt will continue when cows go on pasture. In some sections of the country excessive production has already resulted in sharp reductions in price of fluid milk. While these may not have been entirely due to excessive surplus, decreased consumption has had a bearing on the situation. From present available information higher production is not confined to any one district, but appears to be pretty general throughout the United States.

The labor situation on the whole appears pretty generally unsettled. There are certain sections in which the labor situation has been unsatisfactory for a long time, but more recently this condition has become more acute and more general. This situation has had its influence not only in the milk consumption but in practically all of the other dairy products as well.

Now let us consider the situation from the standpoint of dairy products generally. Decreased buying power has evidently had its effect all along the line.

Butter, the barometer of the dairy industry, has been moving very slowly for some months. Government statistics show the amount of butter in storage as being 30,508,000 pounds on April first, as compared to 5,535,000 pounds on April first one year ago. The April first average for the past five years was about 8,512,000 pounds. Evidently some heavy butter consumption will be necessary to bring our heavy holdings of today down to a basis of previous years, and until such normal conditions are reached we may anticipate a somewhat unsettled situation, particularly as far as prices are concerned.

A further factor to be considered is that the season of the new 1930 make of butter is rapidly approaching and that alone will have a considerable bearing on the butter price situation.

From available cheese statistics, it looks as if cheese makers have been more closely adhering to market demands. Government statistics show that while an aggregate total stock in cold storage of American, Swiss, Brick and Limburger Cheese was 50,730,000 pounds on April first as compared to 52,677,000 on the same date one year ago. All other varieties of cheese showed a total on April first of

(Continued on page 15)

**The American Farmer and the Changing Food Habits of Our People**

By Clyde Bechtelheimer\*

Have you ever thought about the enormous amount of food that is necessary to feed one hundred and twenty million people for one year? It is estimated that during 1929, approximately twenty billion dollars was expended for foods of various kinds by the people of this country. This, of course, includes sometimes not produced on the farm, such as fish, tea, coffee, flavoring and spices of various kinds, but generally speaking, a very large portion of the food consumed in this country comes from the farm.

This business of producing food is a real and most important one. We all accept a supply of food as a matter of course and yet there is hardly anything in life that we can go without with less suffering than food. While a given amount of food is necessary each day of our lives, the consuming public is becoming more and more alive to the fact that some foods are far more important than others and as a result a change in food habits is taking place in this country today, which will have a direct and important bearing upon farm operations.

Agriculture would amount to little or nothing were it not for this continuous daily requirement for food; and farm operations in order to be successful, must be so planned as to meet the demands of the consuming public in relation to this change in food habits now taking place. Up to a few years ago, dairy products were not considered as indispensable or even of great importance in the human diet. Our national diet consisted largely of meats, grains and tubers, such as potatoes. The newer knowledge of nutrition under which food habits are rapidly being readjusted, is completely changing this diet of the past. Dairy products have now taken their place as the most fundamental and important in the human diet.

This fixed trend in changing food habits challenges the attention of the entire farm population because it has a direct bearing upon the markets for the food products of the farm. You cannot meet the increasing demand for dairy products by producing more meats, grains or potatoes. This new economic question of balanced farm production is one of great importance to agriculture and one which requires careful, thoughtful, readjustment in farm operations.

An educational movement has been under way for several years which has now reached tremendous momentum in readjusting our food habits to what is known as a properly balanced ration. Farmers have heard much of balancing the rations of their cows. It is much more important that the ration of the human being be properly balanced in order to secure health, efficiency and protection against disease. It is this readjustment to properly balanced diet that has brought forth this new problem of readjustment in food production for agricultural consideration.

It is estimated that about twenty-two cents of the consumer's food dollar is now expended for dairy products. Food authorities generally agree that the portion of the food dollar expended for dairy products should be raised to thirty-five cents in the interest of health and physical efficiency.

It is toward this goal that the newer knowledge of nutrition is directing the attention of the consuming public and this means that on the farms there must be an adjustment in food production to

(Continued on page 12)

**Beetle Regulated Area is Extended**

All or portions of 15 counties have been added to the Japanese beetle regulated area in Pennsylvania, effective March 15, the Pennsylvania Department of Agriculture has announced. These counties are Adams, Bradford, Cumberland, Franklin, Juniata, Lackawanna, Lycoming, Mifflin, Perry, Snyder, Sullivan, Susquehanna, Union, Wyoming, and York.

However, most of the counties, added by the new regulations, have been designated as the "lightly infested area" in which restrictions are placed on the movement of nursery and ornamental plants, sand (except for construction purposes), soil, earth, compost, and manure but not on the movement of farm products.

In this light the Institute of Animal Nutrition of the Pennsylvania State College, under the direction of Dr. E. B. Forbes, has been studying these requirements by means of a respiration calorimeter, which makes a complete accounting for the feed eaten and measures the heat produced by the cow.

Director Forbes states that the greatest profit in milk production requires that cows be so housed that the usual waste heat of the body suffices to keep the barn comfortably warm, without use of food directly for heat production, and also suffices to furnish the motive power for adequate ventilation.

In order, therefore, to design barns for efficient milk production it is necessary to have a rough-and-ready measure of the heat production of the animals.

Max Kriss of the Institute of Animal Nutrition was assigned the problem of devising such a method, and has recently published in the Journal of Agricultural Research two articles on this subject. Kriss shows that the heat production of cattle can be computed with accuracy sufficient for the purpose of ventilation studies simply from the quantity of the dry matter of the feed eaten, and he gives a formula for computing the same. The results are such as to be of service to architectural engineers.

**Local Sales of Butter Increasing in the West**

Educational Campaign, Together With More Equal Market Prices, Brings Better Demand

A mid-western newspaper editor interested himself sufficient recently to make inquiry at the two creameries in that district, in order to ascertain just how much the local butter market had been affected by the campaign of the dairymen and also by the elimination of much of the price disparity between the butter and butter substitutes.

A check from the sales records of the Detroit Co-operative Dairy Association and the Quenold Creamery Company for the months of January, February, and March, 1929 and 1930, discloses the fact that for the period ending March 31, 1930, local sales of butter exceeded the same period in 1929 by 6,390 pounds.

Here are the local sales figures of the two factories:

	1929	1930
January.....	7,224	9,310
February.....	7,293	8,398
March.....	7,417	10,716
Total Sales...	21,934	28,324

Increase..... 6,390

Coupled with this increased demand, which has tended to cut down the surplus of last fall, has been a raise of approximately 6½ cents per pound. The lowest point reached here for butterfat was 32½ cents, while recently quotations were 39 cents.

Of the 35 important diseases known to afflict livestock somewhere in the world, only 24 of them are known to be present in this country. Seventeen of these are being effectively controlled or are fast approaching what is hoped may be complete eradication, the rest of the 24 being under partial control or study.

**Fresh Air for Cows**

The foster mother of the human race has moved up to a new status of consideration in the family.

Current ideas as to high-class milk production prescribe not only that the cow be kept in a barn at a comfortable temperature but also that the barn must be well ventilated, since the cow's appetite is prominently affected by bad air.

In this light the Institute of Animal Nutrition of the Pennsylvania State College, under the direction of Dr. E. B. Forbes, has been studying these requirements by means of a respiration calorimeter, which makes a complete accounting for the feed eaten and measures the heat produced by the cow.

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**Generally Infested Area**

The "generally infested area" in Pennsylvania, according to the new regulations, includes the following counties, townships, and cities: Counties of Berks, Bucks, Carbon, Chester, Columbia, Dauphin, Delaware, Lackawanna, Lancaster, Lebanon, Lehigh, Luzerne, Monroe, Montgomery, Northampton, Northumberland, Philadelphia, Schuylkill, and York; townships of Berwick, Conewago, Cumberland, Germany, Hamilton, Huntingdon, Latimore, Mt. Pleasant, Mount Joy, Oxford, Reading, Straban, Tyrone, and Union; in Adams County; townships of East Pennsboro, Hampden, Lower Allen, Middlesboro, Monroe, Silver Spring and Upper Allen; in Cumberland County; townships of Armstrong, Clinton, Eldred, Fairfield, Franklin, Jordan, Loyalsock, Mill Creek, Moreland, Muncy, Muncy Creek, Old Lycoming, Penn, Shrewsbury, Upper Fairfield, and Wolf, and the city of Williamsport, in Lycoming County; townships of Penn, Rye, and Wheatfield, in Perry County.

**Lightly Infested Area**

The lightly infested area is as follows: Counties of Bradford, Franklin, Juniata, Mifflin, Snyder, Sullivan, Susquehanna, Union and Wyoming; townships of Butler, Franklin, Freedom, Hamilton, Highland, Liberty, and Mcallen, in Adams County; townships of Cooks, Dickinson, Frankford, Hopewell, Lower Mifflin, Newton, North Middleton, Penn, Shippensburg, South Middleton, Southampton, Upper Mifflin, and West Pennsboro, in Cumberland County; townships of Buffalo, Carroll, Center, Greenwood, Howe, Jackson, Juniata, Liverpool, Madison, Miller, Olive, Saville, Spring, Toboyne, Tuscarora, Tyrone, and Watts, in Perry County.

This revised quarantine conforms with the new federal regulations on interstate shipments recently adopted by the United States Department of Agriculture.

New Jersey poultrymen will produce this season, according to Alben E. Jones, specialist in poultry certification, New Jersey Department of Agriculture, 24,000,000 baby chicks.

In speaking recently to the home-makers of New Jersey, Mr. Jones stated how the better grade of eggs are produced and how to select a good egg for the breakfast table.

Jersey certified eggs are produced from flocks free from disease, kept under constant supervision by specialists in the Department.

May, 1930

**Larger Crops Expected for 1930 Season in Penna.**

Seven Pennsylvania Townships Added to Corn Borer Area

The corn borer quarantine area in Pennsylvania for the present year will be only slightly different from that of 1929, according to new regulations effective April 1, as announced by the Pennsylvania Department of Agriculture. Only seven townships have been added to the area, this being the smallest annual extension of the quarantine line in the past six years. The townships added include Spring Hill, Dunkirk, Gilmore and Perry in Greene County; Spring Hill and Wharton in Fayette county; and Upper Mount Bethel in Northampton county.

The new State regulations make only minor changes in the requirements as enforced during 1929. The important provision in the quarantine for the area as a whole is the restrictions placed on the movement of corn, broom corn, sorghums and sudan grass which cannot be moved from points within the area to points outside. Clean shell corn, clean seed of broom corn, sorghums and sudan grass, however, may be certified for transportation across the quarantine line by an authorized Federal or State inspector.

Even if the fertilizer should be used at the rate of a ton to the acre, the amount of organic matter thus added is slight. In the majority of cases, however, the amount of fertilizer applied is much less than a ton, possibly not over a quarter of a ton to the acre. How futile it would be to depend upon 75 pounds of organic fertilizer material to the acre to maintain the supply of organic matter in the soil.

Under constant cultivation fresh organic matter disappears rapidly. On certain plots at the experiment station, farm manure has been used at the rate of 16 tons an acre every year for the last 21 years. But notwithstanding this, the percentage of organic matter in the soil of these plots has not been raised very much above that in the soil of corresponding plots which have received no manure during this time. How then could annual applications of only 75 pounds of organic fertilizer to the acre, or even 300 pounds, maintain the supply.

The answer to the question as to how the supply of organic matter may be maintained must be found in the liberal use of farm manure, crop residues, or the more general use of green manure crops or both.

50 Counties Included

All or portions of 50 counties are now included in the regulated area. The counties and townships comprising the area are:

Counties of Allegheny, Armstrong, Beaver, Blair, Bradford, Butler, Cambria, Cameron, Carbon, Centre, Clarion, Clearfield, Clinton, Columbia, Crawford, Elk, Erie, Forest, Greene, Indiana, Jefferson, Luzerne, Lawrence, Lycoming, McKean, Mercer, Mifflin, Monroe, Montour, Pike, Potter, Sullivan, Susquehanna, Tioga, Union, Venango, Warren, Washington, Wayne, Westmoreland, and Wyoming.

Townships of Bedford, Bloomfield, Broad Top, Colerain, East Providence, East St. Clair, Harrison, Hopewell, Juniata, Kimmel, King, Liberty, Lincoln, Monroe, Napier, Snake Spring, South Woodbury, Union, West Providence, West St. Clair, and Woodbury in Bedford County.

**Report of the Field and Test Dept. Inter-State Milk Producers' Association**

The following statistics show the average operations of all the Inter-State Milk Producers' Association field men in connection with testing, weighing and general membership work, for the month of March, 1930:

No. Tests Made.....	9,132
No. Plants Investigated.....	38
No. Membership Calls.....	312
No. Calls on Members.....	256
No. Herd Samples Tested.....	946
No. New Members Signed.....	110
No. Cows Signed.....	801
No. Transfers Made.....	24
No. Meetings Attended.....	16
No. Attending Meetings.....	1,404

Manure is an ideal grass fertilizer and increases timothy yields. Manured timothy has fewer weeds than that grown by the use of commercial fertilizer.

MILK PRODUCERS REVIEW

**Breeders Interested In Campaign for "Better Sires-Better Stock"**

A. W. BLAIR, Soil Chemist  
N. J. Agr'l Experiment Station

The scrub acre is gradually yielding the right of way to the purebred in the nationwide crusade known as the "Better Sires-Better Stock" campaign, conducted by the U. S. Department of Agriculture and various States.

In the past there has been a rather widespread belief among farmers that the problem could be partly solved by the use of organic fertilizers. A moment's reflection, however, will convince one that little progress can be made in this way. Under present conditions a ton of fertilizer rarely contains more than 250 or 300 pounds of organic materials, and the tendency is towards cutting down rather than increasing the amount.

Up to now, four counties—Union, Russell and Taylor Counties in Kentucky, and Craig County, Virginia—have achieved the distinction of having banished all scrub and grade bulls. At present the livestock owners participating in the campaign, according to department records, number 17,345. The plan of procedure for this campaign and other methods suggested for improvement of livestock are included in Miscellaneous Circular 33-M, "Some Tested Methods for Livestock Improvement," issued by the U. S. Department of Agriculture, Washington, D. C.

Any farmer who desires to take part in the "Better Sires-Better Stock" campaign may request an enrollment blank which, when filled out, entitles him to a lithographed barn sign resembling a metal tablet reading, "Purebred Sires Used Exclusively on This Farm." Other material issued by the department for assisting in the improvement of livestock includes Farmers' Bulletins, posters, motion pictures, lantern slides, and mimeographed matter including instructions for conducting a scrub-sire trial.

A noteworthy development in the campaign is the interest which banks, chambers of commerce, and other commercial organizations have taken in this work. The department reports a greater willingness on the part of bankers to make loans on purebred livestock than when the campaign was first started.

**Farmers Save With Electricity**

By W. C. KRUEGER  
N. J. Extension Specialist In Rural Electrification

**Much Butter in Cold Storage**

Supplies of butter in cold storage continue heavy, with stocks of creamy butter in storage April 1 aggregating 30,503,000 pounds compared with 5,532,000 pounds on April 1 last year, and a five-year average of 8,512,000 pounds, the Bureau of Agricultural Economics, U. S. Department of Agriculture, reports.

Stocks of case eggs and frozen poultry are larger than a year ago, but the report indicates smaller stocks of meats, lard, apples, and pears. Holdings of case eggs are placed at 2,189,000 cases on April 1, compared with 559,000 cases on that date last year, and of frozen poultry at 105,649,000 pounds compared with 68,728,000 pounds last year.

Dairy uses were most frequent. Dairy refrigerators cooled from 50 to 200 pounds of milk for each kilowatt hour of current used. The average was 105 pounds a kilowatt hour. Motor operated milking machines used from 1½ to 5 kilowatts a month for each cow milked. The average for five farms was 2½ kilowatts hours a cow. A large feed mixer used 2 kilowatt hours for each ton of feed mixed, doing a ton every 15 minutes. Water heaters for supplying wash water in the dairy maintained a constant supply of hot water for approximately 1 kilowatt hour for every 3 gallons heated.

When one considers the convenience of automatic control, the absence of smoke and noise, the reduction in fire hazard, and the certainty of instant and dependable service, together with moderate costs for current, electricity stands out as the farmer's best "hired man."

Dad is credited with 704.1 pounds of milk (more than 100 pounds daily) containing 26.28 pounds fat, equivalent to 32.8 butter. Dad is 4 years and 7 months old and Dad is 4 years and 10 months.

In making these records, they exceeded the Advanced Registry production requirements by 74 and 67 per cent respectively.

**Cornerstone Laid for Mammoth New State Farm Products Show Building**

Just five months after breaking ground for the mammoth new State Farm Products Show Building at the corner of Cameron and Macay Streets, Harrisburg, the cornerstone was laid on April 1.

Secretary of Agriculture, C. G. Jordan, chairman of the Farm Show Commission, was in charge of the ceremonies which were attended by over 400 persons including members of the Governor's cabinet and the elected officers of the Commonwealth, members of the State Farm Products Show Commission, representatives of the City of Harrisburg, representatives of the Pennsylvania State College, Pennsylvania State Grange, and others interested in the agricultural development of the Commonwealth.

Governor John S. Fisher took a prominent part in the exercises, making a short address in which he traced the growth of the Farm Show and complimented the many organizations in Pennsylvania for the fine co-operation which made possible the extraordinary development of the Show.

The Governor placed a copper box containing numerous historical documents in the cornerstone and was the first to place mortar about the box. He was followed by Secretary Jordan, other members of the Show Commission, former secretaries of agriculture, Mayor George A. Hoover of Harrisburg, and B. E

## INTER-STATE MILK PRODUCERS REVIEW

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No matter how loudly or how often you  
speak or how much has been written,  
along certain lines, some dairymen, we are  
told, cannot see very far ahead.

Notwithstanding the very low prices  
that have prevailed for butter for some  
time. No matter how valuable butter  
may be from the standpoint of health,  
there appears to be a tendency on the  
part of many to use butter substitutes  
rather than the real Simon-Pure dairy  
product.

Just now we have three important  
factors to consider: First, that there is  
a tremendous surplus of butter on the  
market—that is, in cold storage ware-  
houses; second, that sales in many in-  
stances, particularly in the large man-  
ufacturing districts have decreased, due to  
a considerable extent to decreased em-  
ployment and third, that some of our  
dairy farmers themselves, in many in-  
stances fail to see the light and persist in  
using other than their own product as a  
butter spread.

Now what does this all mean?

With lighter consumption of fluid milk,  
the tendency will be toward the use of  
the surplus milk or cream in the making  
of butter and then our butter surplus will  
naturally continue and if that be the case,  
we will have more butter to take care of.

Fluid milk prices and the market price  
of butter bear a very close relationship.  
Low butter prices invariably have a  
tendency to promote low fluid milk prices.  
Can you see the point? Butter excess and  
fluid milk excess spell lower prices for  
these products.

Has the dairymen been warned? He  
certainly has. For months we have,  
through the MILK PRODUCERS' REVIEW  
and by word of mouth preached this  
program. If you haven't read it before,  
look up your back issues of the REVIEW  
and if you have missed them write us for  
another copy, we will be glad to send  
it to you as long as our supply lasts.

Remember—don't over produce, pass  
your boarder cow on to the butcher. This  
is economically sound reasoning. Use  
more butter in your home—advocate its  
value to your friends and neighbors and  
keep everlastingly at it until conditions  
become more normal, by that time we  
believe you will have acquired the butter  
habit yourself.

For several months we have been cau-  
tions our producers as to the market-  
ing of milk that is grassy, off flavor,  
or milk that is approaching souring.  
Some have needed the warning, others  
have not. Distributors are more and  
more insistent on the quality of the milk.

they will receive—and rightfully so, as  
they find that such milk as may be  
garlicky, have other off flavors, or  
milk approaching souring is unmarket-  
able. Milk with unsatisfactory flavor and  
odor is not only unsaleable—but when  
added to good milk, lowers perceptibly,  
the quality of such milk—and what is  
the result?—a decrease in consumption  
and when the public stops drinking your  
milk, it means not only a loss for that day  
but usually for a long time, or until the  
confidence of the consumer is again  
restored. This may mean a decline in  
sales for a month or even more.

Let every can of your milk be clean,  
sanitary, and free from all objectionable  
odors and then you will have done your  
part of the job—and be saved the eco-  
nomic loss of unsatisfactory milk returned  
to you by your buyer.

The puzzle presents itself—Is it  
10 o'clock or only 9? Well it will depend  
entirely on where you happen to be. Ten  
o'clock Daylight Saving Time in Phila-  
delphia, may mean nine o'clock where  
you are. So don't forget to figure it out  
or you may miss your train when you  
are ready to go home.

Official Daylight Saving Time, at least  
as far as Philadelphia and a few more  
"up to date" cities and towns, are con-  
cerned became effective on April 27th,  
1930, and now the fun is on. Of course  
it will give the boys in the cities more  
time for twilight baseball games and other  
sports—but how is it going to effect the  
chickens and the turkeys—not to say  
the lowly cows—who won't know when  
to get up in the morning, even if the milk  
has to reach the station an hour earlier.

It has been and still is our belief, that  
if the market, at least, as far as the surplus  
is concerned, could be equalized by caring  
for the surplus at a going market price  
based upon its value for the manufacture  
of butter, it might naturally help in  
maintaining an even market price for  
basic milk.

With this in view, it was agreed, at a  
recent conference with our buyers, that  
the same method of payment for surplus  
milk, be continued. Under this agreement  
surplus milk will be paid for on the basis  
of four times the average price of 92 score,  
solid packed butter, New York City, the  
same basis as applied during March.

Buyers appear cautious, and much of  
the buying has been for current account  
only.

Storage stocks as reported by the  
Bureau of Agricultural Economics on  
April first show a total of 30,503,000  
pounds, as compared with 5,532,000  
pounds on April first, 1929. The five-year  
average on April first is given as 8,512,000  
pounds. This gives us a surplus of  
22,000,000 pounds considering last year's  
storage holdings as being normal. You  
can readily see from this, just how much  
of a factor the butter situation really is.

Unless we are going to get rid of our  
boarder cows, and keep them out of  
production, we are going to find the dairy  
business generally in a very precarious  
situation in the near future.

The price of basic milk, for  
May, 3 per cent butterfat content, will  
be subject to market conditions,  
be \$3.29 per hundred pounds,  
with the usual differentials and  
variations at other mileage

points.

**SURPLUS MILK**  
Surplus milk shipped during  
May, will be paid for by co-  
operating buyers, on the aver-  
age price of 92 score butter,  
solid packed, New York City.

### Surplus Milk Prices for May

Under agreement with co-  
operating buyers, the price to  
be paid for basic milk during  
May, 1930, remains unchanged.  
Surplus milk during May, 1930,  
will be paid for under the agree-  
ment of April 25th, 1930, as will  
be noted below.

The price of basic milk, for  
May, 3 per cent butterfat content,  
will be subject to market conditions,  
be \$3.29 per hundred pounds,  
with the usual differentials and  
variations at other mileage

points.

### April Milk Prices

Co-operating buyers will, under the  
provisions of the Philadelphia Selling Plan,

### 75 Per Cent of Pa. Cattle TB Tested

Over 1,000,000 cattle, almost 75 per  
cent of the total on Pennsylvania farms,  
are now under supervision for the control  
of bovine tuberculosis, according to the  
latest report from the Bureau of Animal  
Industry, Pennsylvania Department of  
Agriculture.

Surplus milk prices will there-  
fore be paid for on the basis of  
four times the flat average price of  
92 score, butter, solid packed,  
New York City, in May, 1930.

## MILK PRODUCERS REVIEW

## MARKET CONDITIONS

H. D. ALLEBACH

May, 1930

May, 1930

## LATEST MARKET PRICES

The basic prices, quoted below, for April 1930, represent those to be paid by co-operating buyers  
for that month.

For all milk in excess of the basic quantity the surplus price, quoted below, for the month of April  
is to be paid.

Surplus milk will be paid for under one classification, Class I, represented by the amount of milk in  
excess of the basic average, which will be paid for by co-operating dealers on the basis of 92 score butter,  
solid pack, New York City.

Grade B market milk, basic quantity average, will be paid for on the basis of \$3.29 per hundred pounds, three per cent  
butterfat content, f. o. b. Philadelphia, 7.1 cents per quart.

Grade B market milk three per cent  
butterfat content, delivered at receiving  
stations in the 51-60 mile zone, for April  
1930, delivery, is quoted at \$2.71 per  
hundred pounds. The usual butterfat di-  
ferrals and freight rate variations  
applying at other mileage zones in the  
territory are shown by quotations on  
Page 5 of this issue of the MILK PRO-  
DUCERS' REVIEW.

The price of "A" milk, under the usual  
butterfat variation and prices in the dif-  
ferent mileage zones in the territory are  
at "A" stations for April, 1930, are also  
quoted on Page 5 of this issue of the MILK PRO-  
DUCERS' REVIEW.

**Surplus Prices**

The price of Surplus Milk for March  
1930, three per cent butterfat content  
f. o. b. Philadelphia, is quoted at \$1.63 per  
one hundred pounds or 3.5 cents per quart.

The price of Surplus Milk of the same  
butterfat content for April, 1930, at all  
receiving stations, is quoted at \$1.15 per  
one hundred pounds.

The basic price of Surplus Milk for  
April, 1930, is \$1.15 per one hundred  
pounds.

**April Butter Market**

The market during the month has been  
somewhat uncertain. Storage stocks re-  
main heavy and there has been but little  
change in the make. While there have  
been no sharp fluctuations in prices, there  
was a slight upward tendency during the  
first half and a corresponding decline  
during the second half of the month.

Buyers appear cautious, and much of  
the buying has been for current account  
only.

Storage stocks as reported by the  
Bureau of Agricultural Economics on  
April first show an uncertain influence on the whole dairy  
products market. Storage holdings on  
April first show a total of 30,503,000  
pounds, as compared with 5,532,000  
pounds on April first, 1929. The five-year  
average on April first is given as 8,512,000  
pounds. This gives us a surplus of  
22,000,000 pounds considering last year's  
storage holdings as being normal. You  
can readily see from this, just how much  
of a factor the butter situation really is.

Unless we are going to get rid of our  
boarder cows, and keep them out of  
production, we are going to find the dairy  
business generally in a very precarious  
situation in the near future.

We believe that our farmers should help  
to take care of this butter situation. So many of them, many selling milk, are  
disposed to "go easy on the butter." Use  
real cow's butter in your own home,  
advertise its value to your neighbors and  
help to remove the surplus from the  
market. Incidentally, there is more food  
value in butter than in any other spread.  
The month.

Much interest is aroused at the probable  
future trend of the market. With storage  
stocks high and the approaching of the  
season of heavy make close at hand,  
extreme caution in purchases has been  
recommended. These conditions lend toward  
lower uneasy prices and buyers and  
sellers alike will sense any change in the  
productive trend, especially at this season of  
the year.

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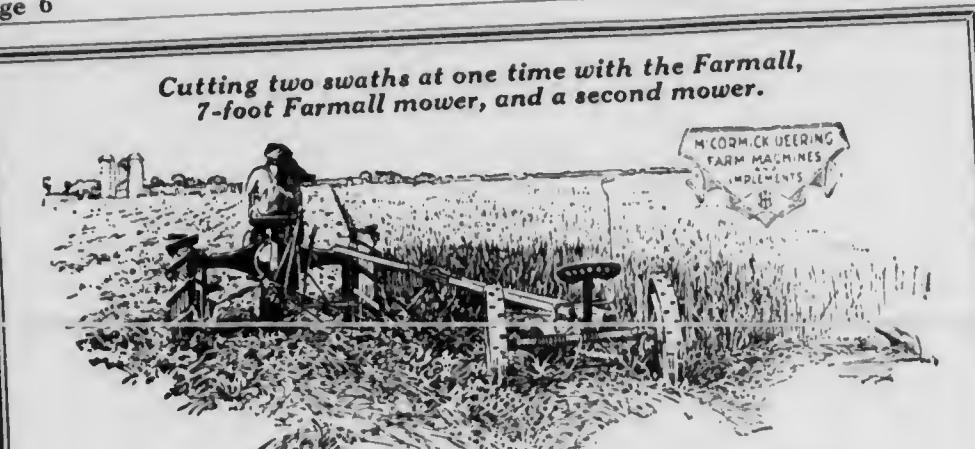
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We believe that our farmers should help



### Speed Up the Haying with Farmall Power

HAYING progress continues, with the combination of the FARMALL and McCormick-Deering Hay Tools responsible for the latest big improvement in speed and efficiency. With this all-purpose tractor on your farm you can hook up to new combinations of tools and turn your alfalfa, clover, or grass into crisp, air-dried hay in quick time. You can mow with the 7-foot Farmall mower, and hook another mower on, too, when you're in a rush; you can mow and rake your alfalfa in one operation by putting a side-delivery rake back of the Farmall and Farmall mower; you can pull two, or even three, self-dump rakes back of the Farmall; you can load up in a jiffy with the Farmall pulling the rack wagon and hay loader; and you can convert your loose hay into easily handled, marketable bales by belting up the Farmall to a hay press.

All of these fast, modern haying operations can be done with the Farmall and the McCormick-Deering Hay Tools we sell. They save valuable man labor at a season when every minute is worth real money. They give you the profit edge on the man who clings to older methods. Let us tell you more about the new machines and methods we have to offer you.

INTERNATIONAL HARVESTER COMPANY  
OF AMERICA  
Incorporated  
PHILADELPHIA HARRISBURG BALTIMORE

### Farm Wages Lowest In Eight Years

Farm wages on April 1 were the lowest for that date since the Bureau of Agricultural Economics, U. S. Department of Agriculture, began to collect these figures on a quarterly-yearly basis, in 1923.

"This situation," says the bureau in a farm wage report just issued, "is a reflection of the larger supply of farm labor due to the small volume of industrial employment at the present time. The supply of farm hands on April 1 ranged from 13 per cent more than the demand in the North Atlantic States to 21 per cent greater than the demand in the Far Western States."

The bureau's index of farm wages on April 1 is placed at 162 per cent of the 1910-14 five year pre-war average. This is about 3 points above the index on January 1 this year, and nearly 5 points below the index on April 1 a year ago. The demand for farm labor on April 1 is placed at 85 per cent of normal, whereas on April 1 a year ago the demand was 90 per cent of normal.

Wages per month with board on April 1 ranged from \$23.30 in the South Atlantic States to \$53.99 in the Far Western States; wages per month without board ranged from \$33.88 in the South Atlantic States to \$77.27 in the Far Western States; wages per day with board ranged from \$1.20 in the South Atlantic States to \$2.55 in the North Atlantic States, and wages per day without board ranged from \$1.57 in the South Atlantic States to \$3.38 in the North Atlantic States.

### Tuberculous Animals Fewer

That the campaign to eradicate live-stock tuberculosis is succeeding is proved by the decline in the number of cattle and hog carcasses condemned for tuberculosis under the Federal meat-inspection service of the United States Department of Agriculture in the fiscal year 1929. The number of cattle carcasses condemned, per million of cattle slaughtered, declined from 430 in 1928 to 380 in 1929; in the case of hogs, the number declined from 1,150 in 1928, to 990 in 1929.

Practically every cow that holds a world's record of production is a large cow for her breed. Stunted calves make undersized cows.

Uncle Ab says that a loose tongue always manages to turn loose a lot of trouble.

IF YOU WISH TO KEEP POSTED ON DAIRY PROGRESS—

READ THE

Inter-State Milk Producers' Review

IF YOU WISH TO KEEP POSTED ON NEW EQUIPMENT, FEEDS, CATTLE SALES, Etc.—

READ THE ADVERTISEMENTS IN THE

Inter-State Milk Producers' Review

Always mention the name of this paper when answering advertisements



ORIOLE coolers are made in two sizes. Size A cools 35 gallons of milk an hour and is priced at \$34.50. Size B cools 50 gallons an hour and is priced at \$40.50. Both sizes consist of 1 1/2" diameter seamless copper tubes spaced so that cleaning between them is easy. A lip, formed into the tubes when made, runs along their under side, providing a guide for the flow of milk from one tube to the next. The water flows through these V-shaped flanges as well as the balance of the tube interior so that all possible cooling surface is utilized. This space is "dead metal" on other tubular or corrugated coolers.

Troughs are removable without tools. Reservoir, troughs, and all other parts have only smooth, round, tinned surfaces—no square corners.

The Oriole is guaranteed without restriction against imperfect workmanship or materials and to withstand without leakage a pressure of 75 pounds to the square inch. Ask us for FREE Bulletin No. 90.

CHERRY-BURRELL CORPORATION  
2324 Market St., Philadelphia  
Russell and Ostend Sts., Baltimore  
345 Penn Ave., Pittsburgh

54 West Maple, Columbus  
1615 East 25th St., Cleveland  
345 West Jefferson St., Syracuse

# THE FARMERS' INTEREST IN THIS CAMPAIGN

There are several aspects of this Primary Campaign which are of serious concern to the people of the rural districts of Pennsylvania and especially to the farmers of the State.

As a candidate to succeed himself, we believe that United States Senator, Joseph R. Grundy, commands the confidence and respect of all our citizens. His ability has been proven, and his integrity is unquestioned. His appointment to the Senate last December, by Governor John S. Fisher, was acclaimed with approval by the press and people alike, and there has been nothing in his conduct since, or in his handling of the public problems that have come to him as the lone Senator from Pennsylvania during the prolonged absence of Senator Reed at the Naval Arms Conference in London, to warrant any change in that public opinion and attitude.

Indeed, it is a highly significant fact that the chief argument which his opponents for the place bring against him, is that they themselves want the office. And that is wholly negative reasoning.

It should be of interest to the agriculturalists of Pennsylvania that although Senator Grundy has been an outstanding industrialist, he is himself a farmer and has lived upon a farm nearly all his life. Naturally, he has a first-hand knowledge of, and a keen sympathy with, all of the farmers' problems. As a Senator, he voted for every protective duty that was proposed for farmers in the pending tariff bill.

For years Senator Grundy has been the acknowledged political leader of Buck County. Acting under his guidance and advice, the members of the Legislature from that County have been among the best friends that rural and agricultural Pennsylvania have had in the State law-making body. Particularly has Senator Grundy's support of all constructive legislation for the rural and agricultural districts been furthered by State Senator Clarence Buckman, of Bucks County, who is chairman of the Good Roads Committee, and by Dr. W. A. Haines, Representative from Bucks County, chairman of the Agricultural Committee of the House.

But never was Senator Grundy's character shown to better advantage, nor his loyalty to his State and his friendship for the town and country sections more conclusively proven, than when he flatly and unequivocally declared that he would far rather retire from public life than ally his candidacy with those whose avowed purpose is to raid the State Treasury for the support of large projects in the City of Philadelphia.

He refused to have any dealings whatever with the Philadelphia Organization. It was then that the discredited Philadelphia Machine picked James J. Davis as its candidate for Senate.

We believe that in the light of these facts we are justified in asking you to

**VOTE FOR  
JOSEPH R. GRUNDY  
FOR  
UNITED STATES SENATOR**

**Primary Election, Tuesday, May 20th**

REPUBLICAN COMMITTEE FOR JOSEPH R. GRUNDY FOR UNITED STATES SENATOR

# Compensation, Automobile & Truck Insurance

## Save Money by Giving Us Your Insurance

Our policies furnish Compensation protection as required by the Compensation Act. We protect the employer as well as his employees. We paid a dividend for 1928 of 18%. If interested, write for particulars.

I am interested in having Casualty Insurance for my help and protection for myself, 24 hours in the day. I estimate my payroll for the year at \_\_\_\_\_  
 Occupation \_\_\_\_\_  
 Name \_\_\_\_\_  
 Address \_\_\_\_\_

We write insurance in the state of Pennsylvania only.

WE WRITE A STANDARD AUTOMOBILE POLICY. IF INTERESTED, FILL IN THE ATTACHED BLANK AND WE WILL GIVE YOU FULL INFORMATION

Name \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ County \_\_\_\_\_  
 Insurance Begins \_\_\_\_\_ 19 \_\_\_\_\_ Expires \_\_\_\_\_ 19 \_\_\_\_\_  
 Business \_\_\_\_\_ Mfg. Name \_\_\_\_\_  
 Type of Body \_\_\_\_\_ Year Model \_\_\_\_\_ No. Cylinders \_\_\_\_\_  
 Serial No. \_\_\_\_\_ Motor No. \_\_\_\_\_ Truck \_\_\_\_\_  
 Capacity \_\_\_\_\_ Serial No. \_\_\_\_\_ Motor No. \_\_\_\_\_

**Pennsylvania Threshermen & Farmers' Mutual Casualty Insurance Co.**

311 Mechanics Trust Bldg., Harrisburg, Pa.

### EASTERN STATES

### SIXTEEN

combined with pasture increases dairy profits

More milk at proportionately less cost is the reward of the dairyman who supplements his good pasture with a quality 16% protein grain ration—Eastern States Sixteen. Cows stay in satisfactory condition, production is kept up to maximum and milk checks don't begin to dwindle after the first few weeks of pasture feeding if the right amount of Eastern States Sixteen is fed twice daily. This is not an expensive feeding practice at all. Eastern States Sixteen costs less than higher protein dairy rations and pays far better than cheap "quality" feeds. Put your order in this month.

### EASTERN STATES SIXTEEN DAIRY RATION

### Eastern States Farmers' Exchange

A non-stock, non-profit organization owned and controlled by the farmers it serves

HEADQUARTERS: SPRINGFIELD, MASSACHUSETTS

### New Jersey Cow Testing Association Summary for January, 1930

#### HIGH HERD AVERAGES FOR JANUARY

Association	Member	Breed	Av. Lbs. Milk	Av. Lbs. Fat	Av. Feed Cost Cow
Warren, No. 1.	Arthur McConachy	.....	1617	51.9	\$14.43
Salem-Cumberland	A. D. Fogg	.....	1561	49.2	21.19
Somerset.	W. E. Stryker	.....	1386	45.8	19.57
Salem, No. 1.	Joseph W. Ridgway	.....	1261	45.7	16.16
Mercer-Middlesex.	Raymond Groendyke	.....	1216	42.7	17.62
Hunterdon-Somerset	Nelson Schaeen	.....	1225	41.8	17.17
Gloucester.	H. Clinton Leonard	.....	1176	39.9	18.99
Flemington.	R. P. Mathews	.....	1076	39.7	11.06
Monmouth.	W. Shank & Son.	.....	1019	39.4	16.42
Burlington, No. 1.	Thomas Bunting	.....	810	37.8	13.86
Morris.	Fred Guerin	.....	1000	36.6	18.48
Sussex, No. 2.	Stanley B. Roberts	.....	991	36.6	15.51
Warren, No. 2.	H. Werdman, Jr.	.....	1100	35.8	11.34
Burlington, No. 2.	Clifford Borden	.....	795	35.3	10.10
Sussex, No. 1.	John Trina	.....	1074	34.8	13.29
Mercer.	Walter Fawcett	.....	705	31.6	10.55

#### THREE HIGH COWS IN MILK PRODUCTION FOR JANUARY

Somerset.	S. I. Dehart	Breed	Milk	Grain	Hay	Succulence
	Paul M. Kuder	H.	2613	682	620	—
Salem, No. 1.	A. L. Waddington	H.	2430	434	310	930

#### THREE HIGH COWS IN FAT PRODUCTION FOR JANUARY

Flemington.	Fred VanDoren	Breed	Milk	Grain	Hay	Succulence
	Geo. L. Hampton	H.	87.2	341	434	589
Sussex, No. 2.	Willson & Jones	H.	87.9	450	310	759

### Philadelphia Inter-State Dairy Council

The various departments are at your service and will assist you in planning

### Educational Entertainment

for your Community, Local or Club Meetings. Lecturers, Speakers, Motion Pictures, Lantern Slides, Etc.

C. I. COOEE, Sec'y, 219 North Broad Street, Philadelphia

### COW TESTING ASSOCIATIONS

#### Dairymen Cut Surplus by Culling Poor Cows

Falling in line with the appeal to reduce overproduction by culling out unprofitable animals from their herds, members of Keystone Cow Testing associations sold 265 "borderers" during February. C. R. Gearhart, of the Pennsylvania State College dairy extension service, reports.

His report further shows that 70 associations tested 25,807 cows, of which 3,028 produced more than 40 pounds of butterfat and 4,335 gave more than 1000 pounds of milk. Higher marks were reached by 947 cows in the 50-pound butterfat class and 2,225 cows in the 1,000-pound milk group.

Coventry association in Chester county tested the largest number of cows, 631; and West Chester, another association in the same county, was second with 567. Cumberland, No. 1, led in the number of 40-pound cows with 125 and had the largest number of 1000-pound milkers, 180. Susquehanna, No. 2, was second in both groups with 112 of the 40-pound cows and 137 of the 1000-pound milkers.

A registered Holstein owned by H. P. Starr, of the Butler association was the best milker, giving 2,850 pounds for the 28 days. Another registered Holstein, in the herd of William Landis, a member of the Montgomery No. 1 association, produced the most butterfat, 95.9 pounds. This association had the best 10-cow average in butterfat, 77.8 pounds.

#### Montgomery County, No. 2

R. G. Waltz, County Agent

Lee McCaulin, Tester. The Montgomery Cow Testing Association, No. 2, finished its second year, January 1, 1930, with 19 whole year members and two part year members. There were 478 cows in the association during all or part of the year.

#### THE RESULTS FOR THE TWO YEARS TESTING ARE AS FOLLOWS:

Year	Cows	Lbs. Milk	Lbs. Butterfat
1928	412.24	7157	282.9
1929	355.71	6931	288.3

#### THE RESULTS FOR THE WHOLE YEAR MEMBERS ARE AS FOLLOWS:

Total average number of cows in the association.	355.71
Total average per cow—Lbs. milk.	6931
Average per cow—Lbs. of butterfat.	288.3
Percentage of butterfat.	4.2
Value of product.	\$316.62
Cost of roughage including pasture.	50.12
Cost of grain.	69.15
Total cost of feed.	119.27
Value of product above feed cost.	194.35
Return for \$1 expended for feed.	2.63
Feed cost per 100 lbs. of milk.	1.72
Feed cost per 100 lbs. of butterfat.	.41

#### INDIVIDUAL HERD RECORDS

Eight herds with an average of five or more cows exceeded an average production of 300 pounds of butterfat. A complete list of these herds follows:

Owner's Name and Address	Ave. No. Cows	Breed	Lbs. Milk	Lbs. Fat
William Stephens, Collegeville.	13.91	R.A.	9295	368.0
Frank Brinckman, Red Hill.	9.29	G.H.	9757	349.3
J. L. Overly & Sons, Red Hill.	12.42	R.&G.H.	10118	348.4
F. E. Dixon, Elkin Park.	13.83	R.J.	6457	345.1
Whitpain Farm, Ambler.	5.88	R.&G.J.	6232	331.2
Endheim Farm, Chestnut Hill.	21.69	R.J.	6282	321.7
George Heuer, Fairview Village.	36.12	R.&G.G.	6566	315.8

### Coventry Cow Testing Association

Jos. S. Oberle, County Agent

L. R. Shingle, Tester. The Coventry Cow Testing Association finished their eighth year March 1, 1930, with 18 whole-year members and 1 part year member. There were 659 cows in the Association during all or part of the year. The result for the members is as follows:

Total average number of cows in the association.	705.17
Total average per cow—Lbs. milk.	320.8
Average per cow—Lbs. butterfat.	4.1
Percentage of butterfat.	365.73
Value of product.	56.84
Cost of pasture.	75.84
Cost of roughage.	132.68
Cost of grain.	233.09
Total cost of feed.	233.09
Value of product above feed cost.	2.76
Return for \$1 expended for feed.	1.71
Feed cost per 100 lbs. milk.	.41

The results in the Association for six years are as follows:

Year	Ave. No. Cows	Lbs. Milk	Lbs. Fat
1925	271.54	6614	265.8
1926	431.47	7407	288.5
1927	482.09	7840	308.3
1928	461.43	8107	313.6
1929	495.58	7322	294.8
1930	504.17	7757	320.8

#### INDIVIDUAL HERD RECORDS

Ten (10) herds with an



### Spring Cleaning Out of Date

Modern housekeepers have discarded the old institution of spring cleaning, according to the New York State College of Home Economics at Cornell University.

The yearly or semi-yearly event when the whole house as well as its occupants were upset is now being replaced by systematic cleaning which continues the year around. If floors and rugs are cleaned regularly each week or two, furniture and woodwork dusted, walls brushed lightly with a covered broom, and windows and mirrors polished or washed frequently, there will be little opportunity for much dust to collect during the year.

Certain jobs, however, will always fall in the spring. Furs, winter clothing, and blankets must be cleaned and stored, awnings, screens and slip covers for furniture must be taken out and put in good order for the summer, and fireplaces and furnaces should be cleaned of their accumulation of ashes, dust and soot and put in order for fall.

### The Wise Way to Wash Blankets

Washing blankets is one job that belongs to the clear, windy days of spring. If the right methods are used it is not difficult if done either by hand or with a washing machine, and there need be no fear that blankets will shrink or lose their soft fluffiness.

The first step is to put soap, which should be mild and in the form of flakes or jelly, into the tub or washer and dissolve it with hot water. Then add cold water until the lukewarm stage is reached. Whip the lukewarm solution into strong suds, immerse the blankets, one or two at a time, and start the washer or squeeze the suds through by hand. Never rub blankets or wring them either with the hands or a wringer. It is best to squeeze out the suds. If they are very soiled they may be given a second washing similar to the first. They should be rinsed in at least two clear waters of exactly the same temperature as the first. A squeezing motion should be used in the rinsing.

To dry, hang the blankets over a line with half the weight on either side. If there are colored stripes with a tendency to run, hang with the stripes vertical so that the color will not cross into the blankets. If possible, select a clear, windy day so that the drying will be rapid.

Air and shake furs before storing them for the summer. Also brush the fur the wrong way and examine the hide for tiny white specks.

Before winter clothes are stored for the summer, brush and air them and remove all grease spots, which moths are likely to attack first.

### The Pasture

I'm going out to clean the pasture spring; I'll only stop to take the leaves away (And wait to watch the water clear, I may) I shan't be gone long—You come, too.

I'm going out to fetch the little calf That's standing by the mother. It's so young

It totters when she licks it with her tongue. I shan't be gone long. You come, too!

ROBERT FROST

# HOME and HEALTH

## Remodeling an Eastern Shore Home for Convenience

"One of the first things my husband and I did in recently remodelling our old-fashioned poorly arranged house into a more convenient one was to entirely detach two rooms," said Mrs. Otto Aydelotte, Girdletree, Maryland.

"We had always had more space than we needed or that I could take care of, so we simply moved these two rooms about a quarter of a mile away and converted them into a tenant house!"



The New Folding Ironing Board

The second step taken by the Aydelottes was to raise the kitchen to the same level as the rest of the house, thus eliminating the endless going up and down steps for Mrs. Aydelotte.

Having made these two big improvements, the family were encouraged to look around for other opportunities for furniture must be taken out and put in good order for the summer, and fireplaces and furnaces should be cleaned of their accumulation of ashes, dust and soot and put in order for fall.

"We formerly never had any place to hang or store things," said Mrs. Aydelotte, "but by using a few feet off of our large rooms we now have a real closet in every room, and what is more, by surrendering a corner of the upstairs hallway we have a stairway instead of a ladder up into the third floor attic."

### Fitting the Furnishings to the Home

Fads come and go, with the swing of the fashion pendulum, but certain rules remain fixed, as safe guides in planning decoration that is to be at least comparatively permanent. Always, the first consideration should be that of suitability. No matter how beautiful an object or effect may be, if it is not in keeping with its surroundings it is inappropriate. The home and its every detail should reflect the personality of the occupants and be fitted to the life they live.

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ROBERT FROST



Slip Covers Make an Old Chair Attractive (Courtesy Cornell University)

Modernizing A Discarded Piece of Furniture (Courtesy Cornell University)

in and cushions that must not be stuffed at one's back lest they become wrinkled?

Wall colors should be selected to please

the majority—reasonably cheery but not too pronounced; soft tans or buffs are always good in the living room.

Mix ingredients, adding raisins

When cherries, raspberries or blackberries

are in season it is very nice to substitute

one of these raw fruits in the place of

raisins.

MRS. CLARENCE FAWCETT,  
Brandywine Summitt, Penna.

Soft Gingerbread  
1 c. sour cream  
1 c. brown sugar  
1 c. molasses  
1/2 c. butter  
3 eggs  
1 dessert or soup spoon of soda  
3 c. flour  
1 tbsp. ginger  
A pinch of salt

Mix sugar and eggs and add to creamed butter. Add remaining ingredients. Bake in slow oven.

MRS. FRANK WEBSTER,  
Cheyney, Pennsylvania

(See page 14 for Household Hints)

After your decorative scheme is tentatively outlined and before executing the plan, whatever it be for the entire house or but one room, give each item the acid-test of suitability, then ask yourself these questions: "Is it comfortable?" "Is it convenient?" "Is it agreeable to all members of the family?" "Is it pleasing to the eye?" Some pleasing schemes are the result of inspiration, but most of them are thought out step by step.

"The Art of Color in the Home."

After your decorative scheme is tentatively outlined and before executing the plan, whatever it be for the entire house or but one room, give each item the acid-test of suitability, then ask yourself these questions: "Is it comfortable?" "Is it convenient?" "Is it agreeable to all members of the family?" "Is it pleasing to the eye?" Some pleasing schemes are the result of inspiration, but most of them are thought out step by step.

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# Cooler Milk!

YOUR milk must be kept cool and pure if you want it to fetch the highest prices. Milk is always cooler and purer when stored in a FAULTLESS "Steel Clad" Storage Cabinet.

If you cool your milk with ice, order a FAULTLESS "Steel Clad" Storage Cabinet now.

FAULTLESS "Steel Clad" Storage Cabinets are cool milk insurance. Remember—the name FAULTLESS—there is no other cabinet just like it. Write in and let us send you a folder telling you why.

THE E. A. KAESTNER COMPANY  
516-524 N. Calvert Street Baltimore, Maryland, U.S.A.

*Serving the Dairy Industry for Over 30 Years*

# Faultless

Dairy

Equipment



If you have electricity you can't afford to be without a FAULTLESS "Steel Clad" Storage Cabinet, equipped for electrical refrigeration with grid rack and cooling coil. Illustration shows complete unit.

May, 1930  
Household Hints

## "Watch Your Step!"

(Continued from page 1)

### Prepare Against the Clothes Moth

128,000 pounds, as compared to 5,476 pounds one year ago and a five-year average of 4,460,000. Destructive clothes moths are present in greatest abundance over the country. Condensed, and evaporated milk, both from May to July and during September and in bulk have maintained recent levels but with the period of heavy infestation approaching, the tendency of the control of these fabric pests is somewhat uncertain.

Constant watchfulness must be exercised to produce treatment known to kill clothes economically and prepare themselves to already in fabrics will have any care of any future trends in the effect in keeping other clothes moth market.

Infesting the fabrics later if they are boarder cows are an economic waste, exposed about the house. There is she stall or pasture fed—She requires treatment known that will render her many cases, a labor cost not warranted.

Apparel absolutely immune to attack she should be taken out of the herd.

Thorough brushing, beating, and for the time, at least, do not replace treatment is applied. These are important under all circumstances.

Careful wrapping in unbroken paper. Naphthalene. Very effective in form of flakes or moth balls for protecting clothing in closets, trunks, and tight chests.

Camphor. For use in tight chests.

Pyrethrum powder. Not as good as naphthalene.

Sulphur fumes. Sulphur fumes generated by burning sulphur candles, chased at drug stores. Likely to bleed wall paper and fabrics and will tan metals.

Carbon disulphide. Excellent fumigation of closets which can be tightly sealed, trunks, chests, and other tight containers. The gas is inflammable.

Carbon tetrachloride, nonflammable and nonexplosive. Excellent fumigation of single rooms, closets, trunks, and other tight containers.

Chests of red-cedar heartwood, properly made and tight, are excellent protecting clothing if used according to the directions given in this bulletin.

Dry heat. Dependable if it can be applied.

Hot water. Soap solution.

Treatment of cracks and hidden places with gasoline, benzine and kerosene.

Dry cleaning.

To save clothesline space and to obtain quicker drying on wash day, stretch the lines parallel and at a suitable distance apart, and hang the clothes between them; that is, attach each garment to both lines.

APRIL BUTTER PRICES

	Philila.	New York	Chicago
1	38 1/2	37 1/2	37
2	39	38	37
3	39	38	37
4	40	39	37 1/2
5	40	39	37 1/2
6	40	39	37 1/2
7	40	39	37 1/2
8	40	39	37 1/2
9	39 1/2	38 1/2	37 1/2
10	39 1/2	38 1/2	37 1/2
11	39 1/2	38 1/2	37 1/2
12	39 1/2	38 1/2	37 1/2
13	39 1/2	38 1/2	37 1/2
14	39 1/2	38 1/2	37 1/2
15	40	39	37 1/2
16	40	39	37 1/2
17	40	39	37 1/2
18	40	39	37 1/2
19	40 1/2	39 1/2	37 1/2
20	40 1/2	39 1/2	37 1/2
21	40 1/2	39 1/2	37 1/2
22	39 1/2	38 1/2	37
23	39 1/2	38 1/2	37
24	39 1/2	38 1/2	37 1/2
25	39 1/2	38 1/2	37 1/2
26	38 1/2	37 1/2	37 1/2
27	38 1/2	37 1/2	36
28	38 1/2	37 1/2	36
29	38 1/2	37 1/2	36
30	38 1/2	37 1/2	36 1/2

If the lock sticks, try oiling the key and turning it several times in the lock.

Hot breakfast cereal is more nourishing if made with milk instead of water.

A thin coat of lacquer keeps brass fixtures from tarnishing.

### RIBSAM'S REMINDER

Cattle Forage. Sow heavy side oats, Canada field peas, barley, spring vetch, alfalfa and sweet clover. Dust your seed with Semesan for better crops. Try it. Side oats \$1.35 per bu. Ensilage and other varieties of corn. Everything for the dairy.

Martin C. Ribsam & Sons, Co.  
145 E. Front St.  
TRENTON, N. J.

## Cheap as Wood! Durable as Concrete

The Priest Silo embodies these features: Lowest Prices—Modern methods of manufacture and distribution make the delivered, erected price no more than the final cost of a wood stave silo.

Permanence—Reinforced concrete staves with steel frames for doors and roof—all backed by a written ten-year guarantee.

Improved Construction Features—Matched staves with complete tongue-and-groove on sides, top and bottom; an improved method of distributing pressure between stave and hoop; and other inventions of George E. Priest, the dean of concrete silo builders. Quick Erection—2 1/2 days puts up an ordinary sized silo, by a crew of four trained, efficient workers.

Liberal Discounts—for early orders, for early erection, and for cash.

SEND FOR FREE FOLDER

the New

PRIEST

REINFORCED  
CONCRETE STAVE

SILO

PRIEST CONCRETE CORP., 201 MERCER BLDG., SYRACUSE, N. Y.

### 20th CO-OPERATIVE CONSIGNMENT SALE

## 63 REGISTERED HOLSTEIN CATTLE 63

(Selected from the Choice Herds of Bradford, Tioga, and Sullivan Counties, Pennsylvania)

THURSDAY, MAY 22nd, TROY, PA. Sale Pavilion

(SALE STARTS PROMPTLY AT 12 O'CLOCK)

40 COWS Fresh or near Springers 12 YEARLINGS and CALVES 11 BULLS  
All but a few head are fully accredited. All are Tuberulin Tested and sold with a 60 day retest privilege.

19 head from herds negative to the blood test for abortion.

A number of entries have C. T. A. records or are from dams with C. T. A. records ranging up to 18,749 lbs. milk and 978.55 lbs. butter.

A considerable number are sired by 1000 lb. bulls, and many of the females are bred to 1000 lb. bulls, of service age, and from dams with high production records.

For Catalog Apply to

RANCY FLEMING

315 Main Street

TOWANDA, PENNA.

TRADE  
MARK

NICE

R.E.G.  
U.S.A.

THE NAME TO GO BY—WHEN YOU GO TO BUY  
PAINT AND VARNISHES

Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, INC., PHILADELPHIA

PEANUT HULLS  
FOR BEDDING

Ammonia ..... 1.97  
Moisture ..... 10.17 Bone Phos. ..... 3.31  
Nitrogen ..... 1.69 Lime ..... 3.84  
Less dust—More sanitary than straw. Superior in fertilizing value to manure made from straw. Used at State College.

\$2.00 per ton F. O. B. Philadelphia  
\$2.00 per ton F. O. B. Suffolk, Va.

Terms: Cash with order.

8¢ additional charge for bags (70 bags to ton). Full credit allowed on bags returned in good condition. (Freight Prepaid.)

Lummis & Co. 146 N. Delaware Ave.  
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THE  
UNADILLA  
is the most  
practical silo

It represents the highest development in wood stave silos. Cures and keeps silage perfectly. Provides greatest safety and convenience in use. Gives owners largest return on their money.

Send for free catalog and ask about discounts for early orders if wanted. Also makers of tubs, tanks, vats, etc.

UNADILLA SILO CO.,  
Box D, Unadilla, N. Y.

FOR SALE

Excellent grade Holstein-Friesian cows fresh or shortly to come in. These cows are good individuals and excellent milkers and only offered for sale because we are overstocked.

BAUKE JOUSTRA,  
Great Meadows, R. F. D., New Jersey

or  
EUGENE B. BENNETT,  
Allamuchy, New Jersey

Uncle Ab says that each job done better than the last brings the reward of a useful and well-spent life.

BABY CHICKS

Order now for  
May delivery.

Rhode Island Red Chicks, \$15 per 100;  
Barred Rock, \$15 per 100; White Leghorn Chicks, \$12 per 100. Good straight stock, guaranteed delivery.

Satterthwaite's Seed Store  
16 N. WARREN STREET  
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Phone 8278

Can supply you with the best in all breeds of registered and high-grade Horses, Cattle, Sheep and Swine

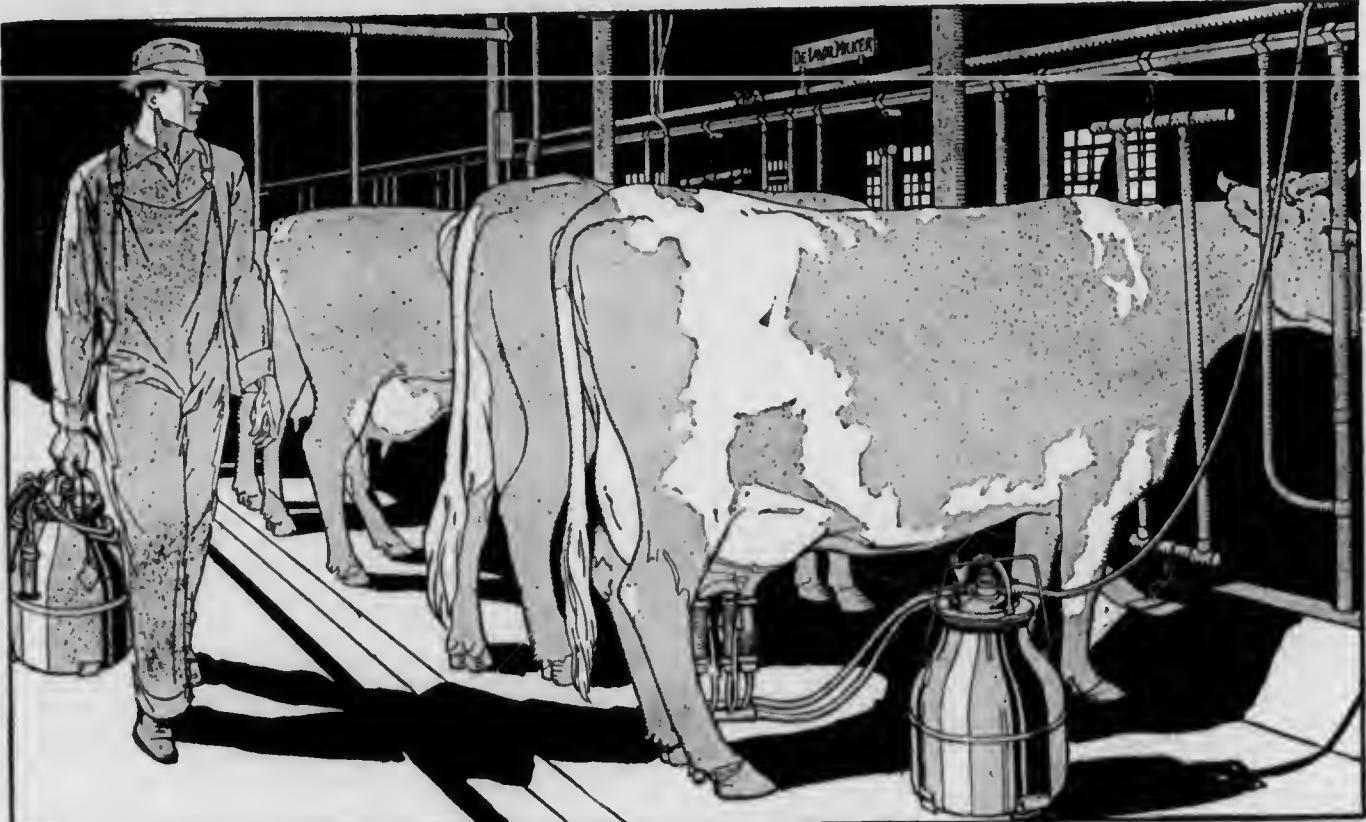
Am now offering, at reasonable prices, imported and home-bred Guernseys, of the best of breeding, all ages, both sexes; accredited and negative to the blood test; 1000 head to pick from, and fancy, heavy producing, high-grade Guernseys, cows. Imported and home-bred Jerseys, Holsteins, Ayrshires, imported and home-bred milking Shorthorns, Brown Swiss, one or a carload at right prices. All ages, both sexes: Devon bulls, cows, heifers, bull and heifer calves, fancy Devon oxen and steers.

### SPECIAL OFFERINGS

Several carloads of fancy, high-grade, Jerseys—fresh and springers, heavy producers, weighing 950 lbs. each, good calves, T. B., and blood-tested. Price, \$125 per head, delivered in carlots. Try a load and increase your profits. Bank references and list of satisfied customers gladly furnished. These animals are shipped from Springfield, Mo., on order. Also several carloads of fancy, fresh and close springers in high-grade Holsteins.

All breeds of rams and ewes. Fitted show flocks furnished for State and County Fairs. Book your orders now. Canadian bred Lincoln, Cotswold and Leicester rams, and ewes, with size and quality, priced from \$40 to \$50 per head. Also Shropshires and Cheviots. Write your needs and I will please you.

## The De Laval Magnetic Milker Leads In Every Phase of Machine Milking



Anyone can do a better job of milking with the De Laval Magnetic Milker.

FROM every angle and in every phase the De Laval Magnetic Milker is the superior method of machine milking. It milks better, and anyone, regardless of experience or age, can do a perfect job of milking with it. Through the use of magnetic force, which creates and controls the pulsations, every cow is milked at the same speed with split-second accuracy at every milking. No other method of milking equals the De Laval Magnetic in the uniformity and regularity of milking speed and action, which are such important factors in maintaining milk flow at its highest point.

The De Laval Magnetic milks fast and clean. It is easy and convenient to handle. With it one man can do the work of two good hand milkers; do it better and do it in less time. As a time and labor saver alone, the De Laval Magnetic is one of the most valuable equipment investments on the farm today.

As a sanitary method of milking cows, the De Laval Magnetic has demonstrated its ability beyond all possible doubt. Leading Certified, Special and Grade A dairies everywhere use De Lavales and meet bacterial count requirements year in and year out with the greatest ease and certainty. De Laval produced milk has many times won in various clean milk competitions against milk produced by both hand and other types of machine milkers.

**The Magnetic Milker** performs a perfect job of milking, produces cleaner milk and saves much valuable time and labor.

**The Alpha Dairy Power Plant** provides smooth, economical power for operating the separator and milker, and while doing so heats 4½ gallons of water for washing purposes at no extra cost.

Separating can be started while the milking is being done. When both are completed there is an abundance of hot water, provided at no extra cost, for washing up utensils. This trio makes possible great savings in time and labor, the production of a better product, and greater satisfaction and happiness.

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New York, 165 Broadway  
Chicago, 600 Jackson Blvd.  
San Francisco, 61 Beale St.

Please send me information on the following De Laval products which I have checked:

<input type="checkbox"/> Magnetic Milker	<input type="checkbox"/> Golden Series Separator
<input type="checkbox"/> Utility Milker	<input type="checkbox"/> Utility Series Separator
<input type="checkbox"/> Utility Single Unit	<input type="checkbox"/> Junior Series Separator
<input type="checkbox"/> Utility Double Unit	<input type="checkbox"/> Europa Series Separator
<input type="checkbox"/> Alpha Dairy Power Plant	<input type="checkbox"/> De Laval Oil
<input type="checkbox"/> Solution Rack	I milk.....cows.

Name.....  
P.O.....  
State.....

# INTER-STATE Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

West Chester, Pa., and Philadelphia

Vol. XI

Arts. Economics & Farm Management  
Cornell University, Ithaca, N. Y.

W

No. 2

## FARMER REMODELS KITCHEN ECONOMICALLY

The Raymond Corkran's in Dorchester County, Maryland, have lived for many years in Mr. Corkran's old family home. Like many other people, they moved in to the old home without making many changes.

Sometime ago they decided that since modern labor saving machinery was being used on the farm, it was about time to begin to think about making some improvements in the house. As they felt they could do only a little at a time they preferred to begin with the kitchen.

When you compare the two pictures on this page, showing both before and after the improvements were made, and then consider that they spent only a hundred dollars, it is not surprising that the Corkran's should have won first place in a county-wide Kitchen Improvement Contest.

### Kitchen Was Inconvenient

The back part of the house was about sixty years old, and it is not to be wondered at that Mrs. Corkran found the old kitchen a discouraging place in which to work. The room was dark and plaster and paper hung loosely from the walls. There was no equipment except the wood range and an old table.

No running water was in the kitchen. The pump was out on the back porch. The pantry was at the extreme other end of the room from the stove and there wasn't a shelf or cupboard in the whole room.

Because the dining room was too small for the family table, everyone had to eat in the kitchen. Mrs. Corkran says that when the day's work was done she was finished too. That was the state of affairs when Mr. Corkran determined to turn carpenter and make a new kitchen out of the old one.

### Pass Closet Between Kitchen and Dining Room

To begin with, Mr. Corkran tore out a back stairway which led upstairs from the kitchen. The partition between the kitchen and the adjoining room was moved two feet farther into the kitchen. This made the kitchen a more convenient size and the room next door thus became large enough to be used as a dining room.

A combination china closet and buffet was built on the dining room side. Through this a pass closet opened into the kitchen. Miles of steps are saved every day by this pass closet as dishes and supplies are near at hand. Food may be removed from the stove and passed directly through into the dining room. In the same way dirty dishes coming from the dining room may be stacked at the pass closet and removed from the kitchen side.

The Corkran's were not satisfied with the old way whereby Mrs. Corkran had to go out onto the porch to the pump for every bucketful of water. They installed a water system. Mr. Corkran now has running water in his dairy barn also.

### Proper Height for Sink

The kitchen sink with both hot and cold running water was placed high enough so that Mrs. Corkran does not have to stoop over her work. She says that people are so used to thinking that stooping is a necessary kitchen evil that she is often

how many kitchen practices are the result of habit rather than common sense.

### Plenty of Cupboard Space

Above the sink is a window which brings plenty of daylight and affords Mrs. Corkran a view of the neighboring woods. Surrounding this window, Mr. Corkran built spacious cupboards. It is like a Cinderella tale to Mrs. Corkran to actually have sufficient space to conveniently arrange everything at her finger tips after not having had even a shelf. Elsewhere in the room another closet

(Continued on page 9)

Pa.; John Carvel Sutton, Kent County, Md.; C. C. Taitman, Burlington County, N. J.; R. I. Tussey, Blair County, Pa.; S. U. Troutman, Bedford County, Pa.; A. B. Waddington, Salem County, N. J., and F. P. Willits, Delaware County, Pa.

The minutes of the previous directors' meeting, as well as such meetings as were held by the executive committee of the Board of Directors, since the last meeting of the Board, were read by the Secretary and were approved. The report of the treasurer, Robert F. Brinton, was also presented and approved.

Under unfinished business, President Allebach announced the following general committee to make the necessary arrangements for the coming annual meeting of the association: Frederick Shangle, chairman; I. Ralph Zollers, Robert F. Brinton, F. P. Willits, F. M. Twining, C. I. Cohee and A. A. Miller.

The annual meeting committee was subdivided into the following sub-committees: Program, Messrs. Willits, Miller, Zollers; Entertainment, Twining and Cohee; Banquet, Brinton and Shangle.

A general Ladies' Committee, composed of Mrs. Robert F. Brinton, Mrs. Frederick Shangle, Mrs. I. R. Zollers, Mrs. A. B. Waddington, Mrs. F. M. Twining, Mrs. C. I. Cohee, and Mrs. H. D. Allebach, was also named by Mr. Allebach.

I. Ralph Zollers, secretary, made a brief report on the general business conditions of the association while short reports were made by F. M. Twining, in charge of the Field and Test Department. Dr. E. G. Lechner, of the Quality Control Department of the Dairy Council, reported on the activities of that department since the last meeting of the Board. Assistant Secretary, F. R. Ealy, also reported on the general activities of the Dairy Council.

Several important marketing factors were discussed, which included among others, the proposed New Jersey State Milk Code, now under consideration. The various problems entering into the elimination of the "dead wood" in the organization membership was also discussed and a program was laid down for the purchase of the corporate stock holdings of such members of the association as may no longer be engaged or interested in the business of dairying. This will necessarily have to be done on a limited basis at the time, and, on resolution it was provided that I. Ralph Zollers be named the transfer agent for such transfer operations. A fund of \$500 was set up for this particular program in the membership transfer work.

### Field Conditions

Reports were received from each of the attending directors as to market conditions as well as the general agricultural outlook in the field.

The absence of rainfall was the almost general report from every district. In instances, there had been no rainfall whatever for over a month—in a few cases, however, scattered showers were reported. The prospects for hay were unfavorable, except in one or two localities. While some good stands of clover were

(Continued on page 6)



The Old Kitchen Before Being Remodeled



The Corkran Kitchen as it Looks Today

## Plan Summer War On Beetles and Borers

Preliminary plans for the summer campaign against the Japanese beetle, the European corn borer, and other devastating insects found in the Commonwealth have been announced by R. H. Bell, Bureau of Plant Industry, Pennsylvania Department of Agriculture.

While the Japanese beetle quarantine area was extended this spring to include all or portions of 15 more counties than were affected a year ago, a greater part of this new area has been designated as the "lightly infested area" in which restrictions are placed on the movement of nursery and ornamental plants, sand (except construction purposes), soil, earth, compost, and manure but not on the movement of farm products.

In the generally infested area restriction will be continued practically the same as in the past with the one additional rule that nursery and ornamental stock, farm products, sand, soil, earth, peat, compost, and manure cannot be moved to or through the lightly infested area without certification.

According to present plans, the road patrols will begin work about June 15 and will be stationed at the edge of the generally infested area. In most cases, these stations will be at approximately the same points as a year ago.

Soil treatment will probably be followed again this spring to curb the isolated infestation at Sayre. The plan is to make a light annual application of poison instead of a heavy application once in several years as formerly.

Scouting for new beetle infestations will be done as in the past, largely by the Federal Government. It is expected also that the Federal office will continue the policy of liberating parasites at all outlying points where the beetle infestation is sufficient to support the parasites.

New regulations for the control of the European corn borer make only minor changes in the requirements as enforced during 1929. The important provision in the quarantine for the area as a whole is the restriction placed on the movement of corn, broom corn, sorghums and sudan grass which cannot be moved from points within the area to points outside. Clean shell corn, clean seed of broom corn, sorghums and sudan grass, however, may be certified for transportation across the quarantine line by an authorized Federal or State inspector.

### Corn Clean-Up Under Way

Enforced clean-up of all corn remnants will be carried out as a year ago in Erie and Crawford counties. Starting the first full week in May, inspectors of the Department will visit farms in these two counties and in case farmers have not voluntarily made the clean-up, the Department will be compelled to do the work and charge the expense to the farm owner. The requirements of the clean-up are:

1. All corn stalks, corn cobs, heavy weeds and all corn fodder remnants of any kind, regardless of the location, must be burned.
2. Corn stubble must be completely plowed under or broken off at the ground, gathered and burned before May 1.

Scouting work in the interior counties will be done by the State to determine the degree of infestation, as well as the effectiveness of the clean-up in the counties where this effort is required. Federal scouts will search new areas to determine any spread of the insect.

Road patrols along the corn borer quarantine line will be used during the late summer and fall to enforce the regulations which prohibit the transportation of corn from the infested area.

## Seventh Annual Nassau Dairy School

By C. R. Snyder

In spite of the extreme hot weather on May 7th, the Dairy School at Midway Delaware, was well attended.

The afternoon session opened at 1:30 when W. E. Thompson, President of the Nassau Milk Producers Association made an address of welcome. Dr. Reeder of the Supplee-Wills-Jones Milk Co., presented a few facts on "Problems of Grade A Milk Production," and data relative to the Nassau Cooling Station. During 1929, the farmers of this section received approximately \$276,000.00, for 6,500,000 lbs. of milk. This is a tremendous increase over the amount received just a few years ago when the station opened and shows that dairying is profitable in this community.

J. B. Parker, Dairy Specialist of the U. S. Dept. of Agriculture, stressed the importance of "Herd Improvement." This can be done, he said, by means of "Cow Testing Association" which will help to eliminate boarder cows, and thereby increase profits. Another factor in Herd Improvement is a good sire and proper feeds and feeding. All of these are important and not one should be eliminated at the expense of the others.

Dean C. A. McCue of the University of Delaware was present and made a short talk on "Dairying in General."

The general discussion was conducted by Mr. M. C. Vaughn of Lewes. During this hour, many local dairy problems were discussed, the principal one being methods of cooling milk.

Due to the forest fires in the immediate neighborhood many of the farmers and their families did not attend the afternoon session but during the evening meeting the hall was crowded.

Supper was furnished by the ladies of the Rehoboth Church from 5:00 to 7:30. During the supper hours, the Lewes School Orchestra provided music which was enjoyed by all present. Community singing was led by County Agent C. R. Snyder. The Philadelphia Inter-State Dairy Council, through its Dramatic Department, presented two interesting and educational sketches, "Interior Decorating," and "Butter Late than Never."

In trying to encourage more and better alfalfa in this dairy section, the Sussex

Trust Co. of Lewes has been sponsoring an alfalfa contest among the farmers. Each field was judged three times during the season and to the men having the best fields, the bank donates thirty dollars in gold. During 1929, the winners of this contest were:

Charles Howard, \$15.00, Lewes, Del. Clarence Wilson, \$10.00, Lewes, Del. Beauford Warrington, \$5.00, Nassau, Del.

"What a Community Must do in Order to Hold a Liquid Milk Station," was explained by H. D. Allebach, President of the Inter-State Milk Producers' Association. Mr. Allebach stressed the importance of organization and co-operation, the quality of product, a study of the needs of the local market, advertising of the product and the use of more dairy products in the home. He stated that during 1929, the butter sales dropped 19,000,000 lbs., whereas the sales of butter substitutes increased about the same number of lbs. This may be one cause for the low surplus milk prices, so it is necessary for us to use this product.

There was some interest shown by the dairymen to re-organize the cow testing association which was in operation a few years ago. Later in the year this problem will be taken up among the farmers.

## Purebreds or Grades—Which?

That grade dairy cows have a long way to go before they will equal the production by purebreds, is forcefully demonstrated by the annual report on dairy herd improvement testing for 1929 that has just been issued by the Wisconsin College of Agriculture.

Purebred breeders are sometimes criticized for not culling their purebred herds closely enough and grade breeders are lauded to the skies because they cull entirely on "profit at the milk pail," but how does this work out?

According to the Wisconsin report, only 25 per cent of the cows on test in dairy herd improvement associations are purebred yet, of the 72 cows that exceeded 600 pounds of butterfat in a year, 47 or 65% are purebreds and 88% of those exceeding 700 pounds fat are purebreds and range up to 1022.5 pounds of butterfat while the highest grade record is 716 pounds fat. Of the 72 leading cows, the top 10 are registered Holsteins, two of which exceed 900 pounds of butterfat and five are in the 800-pound class. Thirty-eight are purebred Holsteins, one is a purebred Brown Swiss, one is a purebred Jersey, and one is not identified. Of the grades, 19 are grade Holsteins, 5 are grade Guernseys, 3 are grade Jerseys, and one is a grade Brown Swiss.

Even on the herd basis, the purebreds lead with a registered Holstein herd topping all the others with an average of 612.7 pounds of butterfat and of the top five herds, only two include grade Holsteins. Of the 133 herds averaging more than 400 pounds butterfat per cow, 42 are strictly purebred Holsteins and a total of 74 are either strictly purebred Holsteins or include some grade Holsteins, 2 are purebred Guernseys and a total of 7 are purebred Guernseys or purebred with a few grade Guernseys, 4 are purebred Jerseys and a fifth is purebred with some grade Jerseys, and one is purebred Brown Swiss. Of the other herds, 26 are grade Holsteins, 14 are grade Guernseys, and the balance are of mixed breeding. This shows that a total of 49 herds are strictly purebred and 87 are purebred with some including some grades, compared to 40 herds that are strictly grades. Are purebreds worth while?

**Jersey Cattle Club to Meet at College**  
Members of the Pennsylvania Jersey Cattle Club will hold a business meeting during Farmers' Week and the Dairy Exposition, June 17 to 19, E. B. Fitts, dairy extension specialist of the Pennsylvania State College, announces.

Plans for summer activities of the club and the organization exhibit at the 1931 State Farm Products Show will be made at the meeting. Members of the club will participate in the dairy activities planned by the Farmers' Week and Dairy Exposition committee and will maintain a breed headquarters booth for Jersey breeders.

J. M. Reisinger, Homer City, is president of the club, and J. L. Wyke, Jeannette, is the organization secretary.

**National Dairy Industrial Exposition to be Held in Cleveland, Ohio**  
The National Dairy Industrial Exposition is to be held this year in the Cleveland Auditorium, Cleveland, Ohio, October 20 to October 25, inclusive.

The International Association of Milk Dealers and the International Ice Cream Manufacturers will hold their annual convention in Cleveland during the same week.

## National Dairy Exposition Future

### Penna. State Holds 8th Annual Dairy Exposition

The National Dairy Exposition Future which was announced several months ago has now been completely revised on a new plan. The final conditions have been mailed to dairy cattle breeders all over the country and to cattle association officials. The Future opens in August when calves born between August 1929 and July 31, 1930, will compete in two-year-olds. Sires and dams are to be nominated and calves are to be entered by July 31, 1930, which is the close date. Any sire is eligible but only those that have made required butterfat production records in the Advanced Register of Merit or Herd tests are eligible except dams which are heifers with 2 or 2 1/2 year-olds. The nomination fees for sires and dams are \$5 and \$2, respectively. The total fees for the animals shown are \$35.

These dairy expositions offer an outstanding opportunity for members of the dairy school to present features developed by their own efforts in various phases of dairy operations, including in many instances, an entire year's development.

Contests were conducted with different breeds of cattle, in fitting and showing, clean milk production, co-ed milking, dairy cattle judging in amateur and professional groups, professional and amateur butter, cheese and ice cream judging, etc.

Twelve students took part in the clean milk production contests: fifty-seven participated in the fitting contest, sixty-five in the dairy cattle judging contest, and fifty-seven were entered in the dairy products judging contest. Silver cups, medals, cash prizes, dairy equipment and products, dairy and farm magazines were awarded as prizes to the winners.

In the milk maids' contest by the cows, Miss Edythe Lohr Bosell, proved herself the best milker. Her record was six pounds of milk in two minutes' time.

## New Jersey State Health Board Considers Milk Grades

### Recommendations of Dairy Committee for Uniform Law

Endorsed by Leading Producers

State Board of Health was the proper body to supervise the production and handling of milk that will be of a quality satisfactory to the ordinances of boards of health in various counties and cities in New Jersey.

The State Board of Health met in the Senate Chamber at the State House in Trenton, May 6, and took the matter under consideration after hearing the recommendations of the State Board of Agriculture, the State Dairy Committee, and the Milk Conference Board, supplemented by numerous oral statements in support of the grades.

## The Three Cardinal Principles of Efficient Dairying

M. D. Munn, National Dairy Council

Much is being said today about the stabilization of agriculture and placing it on a parity with other industries. Until recently the dairy industry has not suffered from surpluses and corresponding low prices because consumption has kept even pace with the enormous increase in production. This condition in the dairy industry cannot continue indefinitely without intelligent organized effort. Many believe present surpluses of dairy products indicate that we have already reached the turn in the road. I do not agree with this conclusion providing the producers in this great industry do what they should and must do in their own interest, namely, first increase efficiency in cow production; second, work for higher quality of products, and third, help enlarge consumption demand for their products in the interest of health, at the same time use liberal amounts of butter and other dairy products in their own homes.

**More Efficient Production** — The dairy farmers of this country at present are losing more than half a billion dollars a year on their dairy cows as a result of cow inefficiency. It has been conclusively demonstrated, through cow testing associations, herd improvement organizations, as well as net results obtained by many farmers who have already adopted these practices, that the same amount of milk now being produced can be secured with two-thirds of the present number of cows, if these cows were built up to the efficiency which this herd improvement work has shown can be done by better breeding, feed and care.

**Quality Improvement** — Many careful estimates show that the poor quality of much milk and cream is costing the dairy farmers of this country another hundred million dollars a year. This loss comes through lack of care for fluid milk resulting in sour milk and off-flavors together with low grade of cream caused by improper care. This loss is equal to one-seventh of the annual interest on our enormous national debt.

Most of the tremendous loss from this source now sustained by dairy farmers can be saved by proper care and attention to the product after it is taken from the cow.

**Increasing Consumptive Demand** — Increasing the consumption of dairy products is a problem in which the dairy farmer himself is most vitally interested. It is estimated that at present twenty-two cents of the average consumer's dollar is expended for dairy products. Leading scientists and food authorities state that thirty-five cents of every consumer's dollar should be expended for milk and its products in the interest of child growth and adult health and efficiency. Science has placed on the doorstep of this industry an enormous opportunity.

The dairy industry has a food value in its products not possessed by most other foods. How to get this necessity and food value fixed in the consumer's mind is the greatest problem confronting this industry today.

We must educate the consuming public to the vital importance of dairy products in the human diet and to the fact that it is good economy to spend thirty-five cents of the food dollar for dairy products.

The farmer should at this time and continuously use liberal amounts of butter and all other dairy products, not only in the interest of the health of his own family but of his own pocketbook and the prosperity of his community.

Reprinted in part from a radio talk by M. D. Munn, National Dairy Council.

## National Dairy Exposition, St. Louis, Missouri

Plans are progressing rapidly toward making the Twenty-fourth National Dairy Exposition, to be held in St. Louis, Mo., October 11th to 17th, 1930, even better than that of last year—and everything points favorably in that direction.

The present program includes three shows in one—The National Dairy Exposition, the St. Louis National Poultry Show and the St. Louis National Horse Show.

Educational features will retain their prominent place in the Exposition pro-

## INTER-STATE MILK PRODUCERS REVIEW

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Up to mid-month in May, farmers in the Philadelphia Milk Shed, with very few exceptions, were greatly worried as to the lack of the usual spring rainfall.

During practically all of April and during the first half of May rainfall in this territory was almost negligible. In exceptional instances showers have fallen, but there was almost an entire absence of any general rainfall.

The effect of the lack of rainfall had already exerted a retarding influence on plant growth and in some sections fruit crops and early spring vegetables as well as clover and pasture fields have been almost ruined and in such cases these crops will, it is believed, be very short.

The more or less general rain fall on May 14th and 15th, brought an end to the drought throughout not only this territory but also in many sections the United States. It was extremely welcome. It has aided materially in bringing badly suffering plant life back to near normal conditions, but unfortunately, in some sections and with some crops it probably came too late to insure anything near a normal production.

Intermittent rains have followed during the latter half of the month so that the agricultural sections are not now suffering from any shortage of rain, but unseasonable cool weather has further retarded the growth of many classes of crops.

Dairymen in the Philadelphia Milk Shed, should bear in mind, that, if they have not already done so, that the time is approaching when dairy barn, particularly as applied to the ceilings of cow stables can now be easily placed in condition to meet required sanitary regulations for the marketing of milk under the Pennsylvania State and Dairy Council Sanitary Regulation.

The mows in many cases will have had all the hay removed and any open ceiling cracks can easily be repaired. It may also offer an opportunity for re-ceiling or for any general repairs that may be necessary in making a tighter ceiling.

It will be easier and cheaper to do this work when the hay mows are empty.

Just give your cow stable ceilings the once-over and make any repairs that might be necessary.

The provisions of the "A" milk regulations which were effective during the past year again become effective in May, 1930 and will continue until April 1931.

Under the provisions of the Inter-State "A" milk selling plan for the establish-

## MARKET CONDITIONS

H. D. ALLEBACH

ment of classes and methods of payment for bonuses based on the bacterial content, became effective in May and will cover the conditions under which such bonuses will be paid by cooperating dealers during the next twelve months.

There have been no material changes in the plan as laid down one year ago, under which the method of establishing and maintaining bonus payments for "A" milk were definitely proscribed.

A general program of this method and its operation is given on page 6 of this issue of the Milk Producers' Review, together with quotations for "A" milk payments, by co-operating dealers for the month of May 1930.

### Surplus Milk Prices for June

Under conditions, both as to supply and demand, as well as unseasonable conditions as to consumption, together with the continued receding prices of butter, it was deemed advisable to continue the price of surplus milk on the same basis of payment during June as has prevailed in April and May.

The price of surplus milk for June will therefore be based on the basis of four times the average butter price for the month.

### June Milk Prices

Under agreement with co-operating buyers, the price to be paid for basic milk during June, 1930, remains unchanged. Surplus milk during June, 1930, will be paid for under the agreement of April 25th, 1930, as will be noted below.

The price of basic milk, for June, 3 per cent butterfat content, delivered at Philadelphia, will, subject to market conditions, be \$3.29 per hundred pounds or 7.1 cents per quart.

The price of basic milk delivered at receiving stations in the 51-60 mile zone, for June, 3 per cent butterfat content, will, subject to market conditions, be \$2.71 per hundred pounds, with the usual differentials and variations at other mileage points.

### SURPLUS MILK

Surplus milk shipped during June, will be paid for by co-operating buyers, on the average price of 92 score butter, solid packed, New York City.

### MAY BUTTER PRICES

92 Score, Milk Solid Packed  
Philadelphia, New York, Chicago  
1 38 36/4 36/4  
2 38 37 36/4  
3 37/4 36/2 35/4  
4 37/2 36/2 35  
5 37/2 36/2 35  
6 37/2 36/2 35  
7 37/2 36/2 35  
8 37/2 36/2 35  
9 37/2 36/2 35  
10 37/2 36 34/4  
11 37/2 36 34/4  
12 37/2 36 34/4  
13 35/2 34/2 33/4  
14 35/2 34/2 33/4  
15 35/2 34/2 34/4  
16 35/2 34/2 34/4  
17 35/2 34/2 33/4  
18 35/2 34/2 33/4  
19 35/2 34/2 33/4  
20 35/2 34/2 33/4  
21 35/2 34/2 33/4  
22 35/2 34/2 32/4  
23 34/2 33/4 32/4  
24 34 33/4 32/4  
25 33/2 32/2 31/2  
26 33/2 32/2 31/2  
27 33/2 32/2 31/2  
28 33/2 32/2 31/2  
29 33/2 32/2 31/2  
30 33/2 32/2 32/4

### MAKE DAIRY PROFITABLE

Feeding good cows is more profitable than feeding poor ones. Cull out the boarder animals.

While the production of milk in the Philadelphia Milk Shed has run more uniformly, month by month so far this year, than at any time since we have been organized, still it shows a production rate that is very much higher than was the case in 1929. And this in the face of our continued warning that consumption was on a lower level, due in a considerable measure to the lack of employment by labor generally.

Consumption is materially below that of a year ago and we find by investigation that in many parts of the city of Philadelphia, improvement is extremely slow, and in many cases there has been no improvement over that of a month ago.

These conditions have an important bearing on our general milk marketing situation. They mean not only decreased consumption of the dairy products—not only milk but butter and cheese as well, notwithstanding the relatively lower prices of these products.

With these conditions in view your Executive Committee, in meeting on May 28th, agreed that the surplus price of milk should be continued on the same basis during June, was effective in May, which was four times the average price of 92 score, solid packed butter, New York City for the month.

You will find, quoted elsewhere in this issue of the Milk Producers' Review, the daily prices of 92 score solid packed butter, New York City (this being the quotations on which the price of surplus milk for the month is computed) and you will note the steady decline in price quotations. These declines have been in the face of decreased cold storage holdings of butter, as compared to a month ago, but greatly in excess of the holdings of one year ago and the five year average.

We are strongly insisting on the use of butter instead of butter substitutes, even at a comparatively lower price. Farmers, the use of butter makes for the better health on the part of yourself and your family while the use of other products serves largely in supporting competitors of the dairy industry.

**May Butter Prices**  
There has been a steady decline in butter prices throughout the month. Ninety-two score, solid packed butter, New York City, opened the month at 37 cents per pound, by mid-month it had dropped to 34½ cents, while further declines brought it down to 32½ cents at the close of the month.

**SURPLUS MILK**  
Surplus milk shipped during June, will be paid for by co-operating buyers, on the average price of 92 score butter, solid packed, New York City.

The price of Surplus Milk for May, 1930, three per cent butterfat content, f.o.b. Philadelphia, is quoted at \$1.56 per one hundred pounds or 3.35 cents per quart.

The price of Surplus Milk of the same butterfat content for May, 1930, at all receiving stations, is quoted at \$0.99 per one hundred pounds.

### Plan 25 Horseshoe

Twenty-five Keystone counties are planning county-wide horseshoe pitching contests. W. R. Gordon, extension rural sociologist of the Pennsylvania State College, announces.

Winners of community contests held by granges, co-operatives, rural church

The method used to propagate young trees is unimportant. That they be well-grown, healthy, number one trees true to name is important.

When the daughters of a bull come into production, that bull will soon be proved to be either a valuable breeding animal or just so much soup meat.

## LATEST MARKET PRICES

The basic prices, quoted below, for May, 1930, represent those to be paid by co-operating buyers for that month.

For all milk in excess of the basic quantity the surplus price, quoted below, for the month of May is to be paid.

Surplus milk will be paid for under one classification. Class I, represented by the amount of milk in excess of the basic average, which will be paid for by co-operating dealers on the basis of 92 score butter, solid pack, New York City.

### PHILADELPHIA SELLING PLAN

#### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding that it is to the producers and that all buyers using it as a basis of payment to producers, shall in addition thereto make the following contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (40/2 quarts) of all milk purchased from any producer at prices listed herein.

(2) To the Inter-State Milk Producers' Association, 2c per 100 pounds (40/2 quarts) of all milk bought from members of said Association.

(3) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (40/2 quarts) of all milk bought from other producers at prices listed herein.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed, for improvements and stabilization of market and for an educational campaign advertising the food value of dairy products.

### BASIC PRICE

May, 1930

F. O. B. Philadelphia

Grade B Market Milk

Quotations are at railroad points. Inland stations carry differentials subject to local arrangements.

Prices are less freight and receiving station charges.

Test Per Cent. Per 100 Lbs. Price Per Qt. Freight Rates Price 3% Milk

3.05 3.29 7.1 1 to 10 incl. .268 \$2.79

3.1 3.33 7.15 11 to 20 .283 2.77

3.15 3.35 7.2 21 to 30 .303 2.75

3.2 3.37 7.25 31 to 40 .313 2.74

3.25 3.39 7.3 41 to 60 .333 2.72

3.3 3.41 7.35 51 to 60 .343 2.71

3.35 3.43 7.4 61 to 70 .364 2.69

3.4 3.45 7.45 71 to 80 .374 2.68

3.45 3.47 7.48 81 to 90 .389 2.67

3.5 3.49 7.5 91 to 100 .399 2.66

3.55 3.51 7.55 101 to 110 .414 2.64

3.6 3.53 7.6 111 to 120 .424 2.63

3.65 3.55 7.65 121 to 130 .434 2.62

3.7 3.57 7.65 131 to 140 .450 2.61

3.75 3.59 7.7 141 to 150 .460 2.60

3.8 3.61 7.75 151 to 160 .475 2.58

3.85 3.63 7.8 161 to 170 .480 2.58

3.9 3.65 7.85 171 to 180 .490 2.57

3.95 3.67 7.95 181 to 190 .505 2.55

4 3.69 8 191 to 200 .510 2.55

4.05 3.73 8 201 to 210 .515 2.54

4.1 3.75 8.05 211 to 230 .525 2.52

4.15 3.77 8.15 231 to 240 .540 2.51

4.2 3.79 8.2 241 to 250 .550 2.50

4.25 3.81 8.25 251 to 260 .560 2.49

4.3 3.83 8.3 261 to 270 .576 2.48

4.35 3.85 8.35 271 to 280 .581 2.48

4.4 3.87 8.39 281 to 290 .596 2.46

4.45 3.91 8.4 291 to 300 .600 2.46

### BASIC PRICE

Country Receiving Stations

May, 1930

Test Per Cent. Per 100 Lbs. Price Per Qt. Freight Rates Price 3% Milk

3.05 3.29 7.1 1 to 10 incl. .268 \$2.79

3.1 3.33 7.15 11 to 20 .283 2.77

3.15 3.35 7.2 21 to 30 .303 2.75

3.2 3.37 7.

## A Concrete Milk House

with an asbestos-shingle or slate roof is FIREPROOF, DURABLE and SANITARY... It is believed to be the cheapest in the long run, for it requires few repairs and no painting.

—Farmers Bulletin No. 1214, "Farm Dairy Houses"  
U.S. Dept. of Agriculture, Washington, D.C.

### Free Construction Plans

A four-page leaflet has been prepared containing plans and instructions for building a concrete block milk house.

INSULATED CONCRETE COOLING TANKS which SAVE HALF YOUR ICE are included in the above plans.

#### Your Copy Is Free—Ask For It

These plans may be procured from your County Agricultural Agent or by mailing the coupon below:

Portland Cement Association  
1315 Walnut St.  
PHILADELPHIA

Please send me a free copy of your booklet on "Milk Cooling Houses of Concrete."

Name \_\_\_\_\_  
St. Address (or R. F. D.) \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_

### A TUBULAR High Pressure MILK COOLER Reasonably Priced

Rolls-Royce quality at Ford prices! A genuine high pressure milk cooler of the type endorsed by all authorities. Easily cleaned. Sanitary. Built of copper and bronze throughout. Nothing to rust or wear out. Made in two sizes.

## ORIOLE MILK COOLER

ORIOLE coolers are made in two sizes. Size A cools 35 gallons of milk an hour and is priced at \$34.50. Size B cools 50 gallons an hour and is priced at \$40.50. Both sizes consist of  $1\frac{1}{2}$ " diameter seamless copper tubes spaced so that cleaning between them is easy. A lip, formed into the tubes when made, runs along their under side, providing a guide for the flow of milk from one tube to the next. The water flows through these V-shaped flanges as well as the balance of the tube interior so that all possible cooling surface is utilized. This space is "dead metal" on other tubular or corrugated coolers.

Troughs are removable without tools. Reservoir, troughs, and all other parts have only smooth, round, tinned surfaces—no square corners.

The Oriole is guaranteed without restriction against imperfect workmanship or materials and to withstand without leakage a pressure of 75 pounds to the square inch. Ask us for FREE Bulletin No. 90.

**CHEERY-BURRELL CORPORATION**  
2324 Market St., Philadelphia  
Russell and Ostend Sts., Baltimore  
1339 Penn Ave., Pittsburgh

54 West Maple, Columbus  
1615 East 25th St., Cleveland  
345 West Jefferson St., Syracuse

### Directors Meeting

(Continued from page 1)

reported the general conditions were unsatisfactory.

Probably one outstanding feature of these reports was the fact that these conditions fully represented conditions when the various directors left home, we were favored with a very general rainfall, not only in our own territory, but throughout a large part of the United States during the time of this meeting. The rainfall not only was general but continued for one or more days, and while some of the crops were probably too far gone to recover fully, at least fair partial crops now seem to be assured.

An executive session of the directors closed the first day's session of the directors meetings, when a number of important business matters were discussed.

#### Second Day's Session

During this session president Allebach made a general report of milk marketing conditions in the territory. "Production," he said, "was running along in a comparatively straight line, and has been more regular, over a period of several months, than it has been for some years. The price of surplus milk has been exceptionally low, due to the low butter prices and the ability of distributors to obtain cheap cream from sources outside the territory. Our present supply practically represents about all that is needed to meet the consumptive demand." Mr. Allebach cautioned producers not to exceed the current supply, particularly as far as fall production is concerned. He said further that "There was a generally decreased demand for milk due to the lack of full employment of labor, and at times the amount of basic milk shipped was in excess of the current requirements.

"The T.B. testing of dairies continues satisfactorily. Maryland, Delaware, Virginia and W. Virginia have all herds tested that are shipping to our market and a very large percentage of the Pennsylvania herds are clean. Some herds in Pennsylvania are signed up for the test but the testing authorities have not yet fully caught up with their work.

"Even with the low surplus price the average weighted price of fluid milk sold for our members during May will probably be only something like six or seven cents per hundred pounds below that which was paid for milk during the same month one year ago.

"The heavy butter surplus, although decreased considerably from that of a few months ago, is still a menace to the whole dairy industry, and probably the best way to decrease the surplus is to eat it up. In this every farmer should cooperate by the greater use of butter. And we mean butter, not butter substitutes!"

#### Ketcham Bill Approved by National Congress

By a vote of 195 to 75, the National House of Representatives passed, on May 16th, H. R. 2152, a bill introduced by Congressman Ketcham to promote the agriculture of the United States by expanding in the foreign field the service now rendered by the United States Department of Agriculture in acquiring and diffusing production and marketing information. A similar bill was passed by unanimous vote of the U. S. Senate a month ago.

Certain of the bill's opponents fought it upon the ground that the desired service could be rendered by the Department of Commerce. Farm organizations, however, insisted upon control of the service by the Department of Agriculture.

### LEWIS H. FURGASON

Livestock Commission Agent

WINDHAM,  
Greene Co., N. Y.

Can supply you with the best in all breeds of registered and high-grade Horses, Cattle, Sheep and Swine

Am now offering, at reasonable price imported and home-bred Guernseys, the best of breeding, all ages, both sexes, accredited and negative to the blood test, 1000 head to pick from, and fang heavy producing, high-grade Guernsey cows. Imported and home-bred Jersey Holsteins, Ayrshires, imported and home-bred milking Shorthorns, Brown Swiss one or a carload at right prices. All ages both sexes: Devon bulls, cows, heifers, bull and heifer calves, fancy Devon oxen and steers.

#### SPECIAL OFFERINGS

Several carloads of fancy, high-grade Jerseys—fresh and springers, heavy producers, weighing 950 lbs. each, good calves, T.B. and blood-tested. Price, \$95 per head, delivered in carlots. Try a load and increase your profits. Bank references and list of satisfied customers gladly furnished. These animals are shipped from Springfield, Mo., on order. Also several carloads of fancy, fresh and close springers in high-grade Holsteins.

All breeds of rams and ewes. Fitted show flocks furnished for State and County Fairs. Book your orders now. Canadian bred Lincoln, Cotswold and Leicester rams and ewes with size and quality, priced from \$40 to \$50 per head. Also Shropshires and Cheviots. Fine and course wool grade breeding ewes and feeding wethers, any number—anytime! Priced right. Write your needs and I will please you.

Quietness and Convenience in Philadelphia's Newest Hotel

### The Robert Morris

17th and ARCH STREETS  
Rooms all outside and with bath. All beds equipped with box springs and Nachman inner hair spring mattresses.

RADIO IN EVERY ROOM  
Single rooms.... \$3.00 \$3.50 \$4.00  
Double rooms.... 4.50 5.00 6.00  
LUNCHEON .60 and .75  
DINNER \$1.00, \$1.15, \$1.50

IF YOU WISH TO KEEP POSTED ON DAIRY PROGRESS  
READ THE

### Inter-State Milk Producers' Review

IF YOU WISH TO KEEP POSTED ON NEW EQUIPMENT, FEEDS, CATTLE, SALES, Etc.

READ THE ADVERTISEMENTS IN THE

### Inter-State Milk Producers' Review

Always mention the name of this paper when answering advertisements

June, 1930

June, 1930

MILK PRODUCERS REVIEW

### Carlisle Chamber of Commerce Awards Prizes for Essays

The Agricultural Committee of the Carlisle, Pa., Chamber of Commerce recently concluded an essay contest among the boys and girls on the farms in Cumberland County, Pa. Over 100 essays were submitted and cash prizes of \$25, \$15, and \$10, were awarded the following first three contestants: Louise Lottinger, Mt. Holly Springs, Carlisle High School, 11th Grade; Erma Hale, Boiling Springs, R. D. 1; Mechanicsburg High School, (11th Grade); and Samuel Leib, Mechanicsburg, R. D. 2, Boiling Springs High School, 10th Grade.

The subject of the essays assigned were: "Why I Am Going to Stay on the Farm," and "Why I Am Not Going to Stay on the Farm."

The first prize essay by Louise Hollinger follows:

To work with living things, to see them grow, to help them develop into as nearly perfect creatures as possible, and to produce and provide the necessities of human existence—such is the work of the farmer.

Without the farmer no nation can compete in the world of industry; for, from him the weaver gets his cotton, the canner his fruits, and the miller his grain. In other words shall we say the farmer is "the keystone of industry?"

If I choose to remain on the farm, it is because it offers me the great out-of-doors and more freedom than is to be found in other pursuits.

No factory whistle calls me to my work; no competitor tries to take my position from me.

While I shall work long hours, the knowledge that I can take a day off without interfering materially with the progress of my work and that I can work according to my pleasure is worth while. Thus the farmer offers me the greatest heritage, independence.

My life need not stagnate under the burden of labor. Science has given us such marvelous labor saving devices as the binder, thresher, and tractor. The modern farmer is not isolated for communities not reached by rail and bus are few today. News and parcels reach me almost as quickly as they are delivered in the city. I know what is going on in the national life, and I am a part of it. By radio I receive weather and market reports; by telephone I can converse with friends, or by automobile I can call upon them personally. Quickly over good roads I can transport my crops to the nearest market. Our children are taken in the school automobile to large consolidated schools where the community spirit is found. The automobile, telephone, radio and daily paper bring the city to me.

As a farmer I may advance intellectually. Agricultural high schools, state colleges, the county agricultural agent, the state experiment station, representatives of the Grange, as well as text books, bulletins, circulars and farm papers aid me scientifically in farming.

The books, woods, meadows, hills, birds, the beautiful colors are present in endless succession beckoning me to live in God's great out-of-doors and to breathe his pure air. Fresh food, vegetables and other delicacies may be mine at a minimum cost. Moreover, the healthfulness of the open air life, the freedom from the noise and turmoil of cities make the farmers homes from which the leaders of our nation will come in the future as they have in the past.

Let us, as farmers remember that agriculture, our industry, ranks first in importance among the industries of the world.

### Green Pastures

# Green Pastures

May be Paradise to a cow but-



green pasture alone will not keep milk production up to a profitable level...

Cows usually pick up in milk flow when first turned on pasture. The combination of green grass, ample water, fresh air and sunshine is good. But, unless they get good feed along with the grass, those same cows will soon go down in milk flow and also in body weight.

Here is the way a constantly increasing number of Larro feeders look at summer feeding. Larro is a profitable feed to turn into milk. It gives a high profit over feed cost. Why then stop getting that profit because there is pasture?

On Larro, along with pasture, cows go through the summer and into the fall and winter in good health and steady production. No cows in rundown condition—no loss from cows that shrink abnormally in milk production.

THE LARROWE MILLING COMPANY, DETROIT, MICHIGAN

**Larro**

FEEDS THAT DO NOT VARY FOR POULTRY, HOGS AND DAIRY

LARRO FAMILY FLOUR best for Bread, Biscuits, Cakes and Pies

### HOLSTEIN CATTLE

FROM

BRADFORD COUNTY'S CHOICE HERDS

A good place to select foundation stock or dairy cows for Milking Herd—C. T. A. record backlog.

All T. B. tested, mostly fully accredited. Some blood tested for abortion. Cows, Heifers, Heifer Calves, Bulls.

Apply to

BRADFORD CO. CO-OP. HOLSTEIN FRIESIAN ASSOC., TOWANDA, PA.



## New Type of Gardens to be Result of Health Survey in Delaware

In a recent study of health conditions in Sussex County, Delaware, by the Agricultural Extension Service of the University of Delaware certain very significant facts have been revealed.

The physical examination of school children by the County Health Doctor showed that about 35% of the children suffer from faulty nutrition, which means that they do not have enough of the right kinds of foods to build and repair their bodies; nearly fifty per cent have defective teeth, and about forty per cent suffer from defective tonsils.

Dentists interviewed agreed that there is so much tooth decay and tartar due to a lack of milk, fruits and vegetables and to an over amount of sweets in the diet.

A summary of health habit score-cards made out by approximately 3,000 school children on their food habits, showed that:

Less than one-fourth of the children have more than a pint of milk each day.

Less than one-half have two vegetables besides potatoes each day;

Only about one-seventh have leafy vegetables;

About one-half eat sweets between meals;

75% of the children had a score of 70 and below, while only about 50% (150 children) had a score of 90 and above.

In a study among the mothers it was found that most families do not plant a wide variety of vegetables nor do they plant a surplus to provide for canning and storing for winter use thus providing sufficient vegetables, to maintain the good health of the family the year around. Very few plant or definitely plan for leafy vegetables in the diet.

Leading authorities in nutrition and health, doctors, dentists, nutritionists, and others—believe that the outstanding fault of the American diet is an insufficient amount of milk, vegetables and fruits, the "protective foods" so-called by Dr. McCollum because they assure the individual of a sufficient supply of minerals and vitamins to make good any deficiency in these substances.

To bring these facts to the attention of the people of Sussex County, Delaware, a (Continued on page 9)



Maryland Club Girl Goes to National Camp

Cleona Brinsfield is the Dorchester Co., Maryland representative at the National 4-H Club Camp in Washington this month. She has done eight years of credit work in three years in her county.

# HOME and HEALTH

## Home and School Leagues Meet at Chadds Ford, Penna.

The Parent-Teacher Associations are doing things! Anyone with a doubt as to the need and usefulness of an organization acting as the connecting link between home and school might well listen in at such a gathering as that of the Chester County Council of Home and School Leagues which met recently at Chadds Ford, Pennsylvania.

Through the annual reports presented by delegates from schools throughout the county, it was apparent that the Leagues stand ready to fill in many a breach which would otherwise remain neglected or unnoticed.

The East Coventry Home and School League provided playground equipment for its school and took active measures to boost the toxin antitoxin crusade. South Coatesville pushed a milk fund and initiated an "Own Your Own Toothbrush" drive. An emergency fund to be used in special cases was placed in the hands of the principal of this school.

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School Buses at the Goshen Consolidated School, Chester County, Pa.

In the Shadysburyville League a much-needed waste-paper burner was purchased, as well as outdoor basketball equipment. Downingtown bought an electric refrigerator for the lunch room.

Unionville sponsored the pre-school clinic. Being a particularly large and active group with two hundred members they were able to purchase a lawn mowing machine and a motion picture machine apparatus. Nottingham took charge of providing a hot lunch for the children.

In one of these schools, arrangements were made for the first grade teacher to visit in the homes one day a month and the transportation was pledged by members whose children were in that grade.

Some of the organizations reported being handicapped in not having been able to arouse proper interest and whole-hearted support from parents, and in a very few instances, the teachers. Other Leagues have taken as their slogan, "We want a consolidated school." But the Leagues which are getting real results are those where the parents and teachers are working shoulder to shoulder on the school problems.

### The Commonplace

The commonplace I sing:  
How cheap is health! how cheap nobility,  
The open air I sing, freedom, toleration!  
(Here take the meanest lesson,—less from books—less from the schools.)

The common day and night—the common earth and waters,

Your farm—your work, trade, occupation,  
The democratic wisdom underneath, like solid ground for all.

WALT WHITMAN.

When baking vegetables in a bat-dish, add enough water to cover the bottom of the container and keep the cover so the steam will not interfere with the browning of other foods which may be cooking at the same time.

## The Radio Enters the School Room

"The world is our schoolroom. We are getting over the radio the things which will be written into history twenty years hence," said Henry Byrd, Principal of the Warwick School, Pennsylvania, in describing to a group of parents the part which the radio has come to occupy in his high school teaching program.

It is Mr. Byrd's belief that the radio offers an excellent means of bringing geography and the sciences directly within the range of the student's interest. The boys and girls in the Warwick School have actually listened to Marconi on the occasion of the anniversary of the wireless, to the first broadcasting from an airplane as well as from underground; and to the inauguration of President Hoover. The



A Fine Example of the Modern Rural School; East Pikeland, Pa.

address of the President of Mexico gave opportunity to stress the present-day need for knowing more than one language.

The radio has been useful in supplementing meetings held at the school by parents, who have been known to arrive for an eight o'clock meeting at seven o'clock in order to hear Amos 'n Andy!

There is a place for the radio not only in the high school but in the elementary school as well, declared Miss Helen Ottlinger, Principal of the East Pikeland Consolidated School, Pennsylvania.

In East Pikeland the musical course taught by Walter Damrosch is placed on the regular schedule. A musical dictionary is being compiled of new terms as the children hear them, and answers to Dr. Damrosch's radio questions are made an assignment for written work.



Attractive Planting Surrounds the Robbinville School, Mercer County, N.J.

Such a large proportion of the homes represented in this school have radios that it is possible to have a "Floyd Gibbons Club," in which the children listen on the current event talks in the evening and report on them at school the following day.

A radio release from Columbia University has been helpful in calling attention to educational features on the radio programs. Miss Ottlinger believes that the radio will have increasing usefulness in the schools, and looks forward to having eventually a loud speaker extension in each one of the East Pikeland classrooms.

When baking vegetables in a bat-dish, add enough water to cover the bottom of the container and keep the cover so the steam will not interfere with the browning of other foods which may be cooking at the same time.

## A Home-Made Canner

To can successfully, even on a small scale, good equipment is necessary, according to the New York state college

home economics. It pays to have right tools with which to work, as well as to save time and labor and insure

good equipment. From where did we get the idea of getting the child ready for school physi-

ically? It came from the National Parent-Teachers' Congress who called it "The Summer Round-Up," and set a goal that

every child entering school in September should have a physical examination and all defects corrected before that month.

Did we need this urge? Were not our

tables, but for safety in canning fruits or acid vegetables, growing properly? Someone

had physical defects and in an endeavor to find out, a survey was made. It was

found that out of every 100 babies born

about 80 were healthy, normal babies.

Another survey, made when these

same children were about to enter school,

revealed the fact that something had happened in those few years. Fully one-

can, and deep enough to allow the

fourth were found to be malnourished;

to be covered with boiling water at

three-fourths had defective teeth; and

depth of at least one inch when fitted

on a rack or false bottom to prevent the

water from resting on the bottom of the

table and to insure free circulation

water in the boiler. A tin ssp.-bucket

large tin oyster pail, or a clothes bin

may be converted into a satisfactory

water canner.

Many good portable pressure cookers are now on the market. One which is

too heavy is desirable, as it will have to

be lifted or moved about a great deal.

The greater heat insures a greater degree of sterilization, and accomplishes it in a shorter time, thereby saving time as

well as the health of the consumer.

Small wonder that the mothers got busy

right such conditions. Their first

action came in the form of the slogan,

"Ready for School." To make this

possible, it was decided that on May first,

during Child Health Week, every community

would list all their six-year-olds

who would enter school in the fall, and

have them thoroughly examined by a

competent physician. The entire summer

would then be ahead before school time

Hence the term, "Summer Round-Up."

June is the month for using the informa-

tion gotten during Child Health Week

about the condition of your child. Get

rid of these adenoids at once which are

disfiguring the face and keeping out much

good, clean air which is needed in the

lungs. She or he will have the rest of

the summer in which to recuperate. Get

that vaccination over now instead of

waiting until the week before school opens,

and thus save the dread of a sore arm

during school time.

The defect easiest of correction is

defective vision. The most difficult,

hardness of hearing. More numerous

than any others, are the defects of teeth.

Care for even the baby teeth, for the permanent ones need them for guides and development.

May I remind you that 80% of our babies are born healthy, strong, and with

no handicaps? May I tell you of a third

time when our folks have reached adult

life and are leaving college? We find that

80% have some handicap, some physical

defect. Many could have been saved this

had parents only known and taken the

bright days of June of earlier years to

have had the proper corrections made.

With our increased knowledge of ways

and means of caring for these corrections,

may the day speedily come when we

can look to the figures of our first survey

all through life, and turn out of our col-

leges 80% unhandicapped young people.

— SOLD AT THE STORE WITH THE CHECKERBOARD SIGN

she folds the ironing board back into the

wall.

Paint Works Wonders

A metal ceiling was put up and the walls

replastered. All of this was painted ivory

and trimmed with white. Glass in the

upper part of the doors lets in light in the

daytime and bracket lamps with reflectors

makes it possible to work at night, in any

part of the kitchen.

A linoleum rug has added to the at-

tractiveness of the kitchen, as have also

the checked gingham curtains in all the

windows.

All of the various conveniences built by

Mr. Corkran have taken the drudgery out

of kitchen work for his wife who says

that it gives her actual pleasure to work

in such a cheerful room. She has more

strength and leisure for other things and

# The Cows are Out!



YES, the cows are out on pasture, and the temptation is strong to stop feeding grain. The pasture stimulus to milk flow makes it hard to believe that grain is needed.

But dairymen like Mr. Beaver, who produce the most milk per cow and show greatest profit over feed cost, know better; they feed grain right through the summer.

Your results, like Mr. Beaver's, will be best if you use Amco 20% Dairy as an aid in getting the most out of your pasture, and out of your cows. Amco supplements the inadequate supply of digestible nutrients in pasture in the most economical way, without waste. Pasture will stimulate the milk flow and Amco 20% Dairy will furnish the materials that make the milk. This combination will pay for itself and add materially to your profits.

Where a lower protein grain ration is wanted, Amco 16½% Sucrene Dairy will do the job.

See your nearest Amco Agent for your next lot of dairy feed.

Beaver Springs, Pa.  
April 22, 1930

Amco Feed Service,  
Div. of Allied Mills, Inc.,  
Dist. Office, Muncy Pa.  
Gentlemen:

I have been using Amco Open Formula Feeds for several years with a great deal of satisfaction.

This year, 1929, I carried off the blue ribbon for the high producing herd of Snyder County, with a herd average of 11,734 lbs. milk and 379.4 lbs. butterfat.

My total feed cost per cow, including roughage and pasture, was \$132.68. Value of product above total feed cost was \$153.46 per cow, which gave me \$2.16 for each dollar spent on feed.

Very truly yours,  
JOHN J. BEAVER



Polly led Snyder County with 15,707 lbs. milk and 484.1 lbs. butterfat. She is one of Mr. Beaver's registered Holstein herd which returned \$2.16 for every dollar spent on pasture, roughage, and Amco 20% Dairy.



DIST. OFFICE: MUNCY, PA.

LEWIS H. FURGASON  
WINDHAM, NEW YORK

## American Institute of Co-operation

A tentative outline of the subject matter to be discussed at this year's session of the American Institute of Co-operation, to be held at the Ohio State University, Columbus, Ohio, June 16 to July 23, 1930, has been prepared and printed.

The various problems to be discussed at the morning sessions include: Membership Relations; Finance and other National Problems; National Problems of Co-operation, etc.

The afternoon tentative programs include: discussion of various problems in Dairying; Purchasing; Poultry; Wool, Livestock, Grain, Fruits, and Vegetables.

Trade conferences will be held from July 7 to July 12, and credit conferences will be held from June 16 to July 23, 1930.

For full details as to general program, for agricultural credits and general information, communicate with Charles W. Holman, secretary, 1731 Eye St., Northwest, Washington, D. C.



## DOWN TO THE PRICE OF WOOD!

The man who introduced concrete stave silos into the East, and worked with them to the present day, offers the results of his experience in a much improved concrete silo. Geo. E. Priest's Reinforced Concrete Stave Silo has these advantages:

LOWEST PRICES—no more than many wood silos, delivery and erection included.

PERSISTENCE—  
QUICK ERECTION—  
LIBERAL DISCOUNTS—

Send to us for a booklet describing the Priest Silo Improvements in detail.

## PRIEST CONCRETE CORP.

201 MERCER BLDG.  
SYRACUSE, N. Y.

## Cattle for Sale

50 head of registered Guernsey cows to freshen in the next three months of the best of breeding, several A.R. cows in this lot. Also one Guernsey bull calf and 15 coming yearly heifers, for \$3800. If you want a foundation buy these. A reg. Milking Shorthorn bull, coming 3 yrs. old, dark red; price, \$250; also cows and heifers for \$200 to \$350. One coming 3 yr. old, imported in dam, Jersey bull, \$500. A prize-winner at State and County Fairs and Great Eastern States Exposition, Reg. Jersey cows from \$200 to \$400. These animals are all of the best of breeding and are from herds that are overstocked. Also have 12 grade Guernsey cows, of high quality; 6 reg. cows and 4 heifers from one herd that will be sold worth the money. Send for sales lists. Everything accredited. When you want good livestock, think of me.

High grade 2 yr. old Jersey heifers in carloads, T.B. and Blood Tested. Fresh and Springers. Price \$72.50 per head, delivered in carload lots. Satisfaction guaranteed. Shipped from Missouri.

Dr. Spencer's Bull Tamer  
Perfect control for every bull in any yard and pasture. Fired and breed just the same. Thousand in daily use. Send for book, "The Spencer Staff, The King of Cow Dog and Leader, 30 Days To Try." Write Today For All Facts

Spencer Brothers, Inc., Savona, N.Y.

## Cool Your Milk or Cream for lasting sweetness and LARGER PROFITS

This automatic machine will save time, eliminate animal heat, and off-flavors. Clean as easily as a spoon.

30 Days Trial  
Test it yourself. We guarantee it to satisfy or money refunded.

PRICE \$9.50  
P.O.B. Fergus Falls, Minn.  
Milcare Corporation  
Fergus Falls, Minn.  
Agents Wanted

## High Grade Dairy Cow

in HIGHTSTOWN, N. J.

We handle all kinds of cattle  
Holsteins—Guernseys—Jersey  
A Specialty

All cows tuberculin tested and subject to a 60 or 90 day retest and guaranteed in every respect.

Free delivery any distance.

B. ZAITZ & SON  
202 Mercer Street  
Phone 72 Hightstown, N.J.



Clip and Groom Your Cow During Stable Months  
—It Means CLEANER and BETTER MILK  
Clipped and Groomed Cows are more comfortable and keep dirt out of the milk pail. Clip and Grooming improves the health of your Live Stock. Gillette Portable Electric Clipper and Grooming Machines Operate on the 110 Volt Circuit furnished by an Electric Power Co., or on an make of Farm Lighting Plant. PRICE LIST ON REQUEST

GILLETTE CLIPPING MACHINE CO.  
129 West 31st St., Dept. 14, New York, N.Y.  
45 Years Making Reliable Clipping and Grooming Machines.

## FOR SALE

Excellent grade Holstein-Friesian cow fresh or shortly to come in. These cows are good individuals and excellent milkers and only offered for sale because we are overstocked.

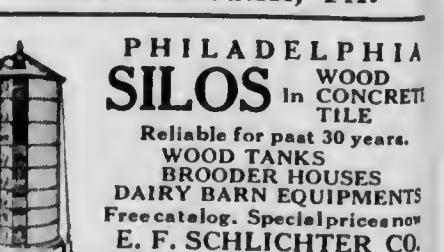
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Perfect control for every bull in any yard and pasture. Fired and breed just the same. Thousand in daily use. Send for book, "The Spencer Staff, The King of Cow Dog and Leader, 30 Days To Try." Write Today For All Facts

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Our policies furnish Compensation protection as required by the Compensation Act. We protect the employer as well as his employees. We paid a dividend for 1928 of 18%. If interested, write for particulars.

I am interested in having Casualty Insurance for my help and protection for myself, 24 hours in the day. I estimate my payroll for the year  
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We write insurance in the state of Pennsylvania only.

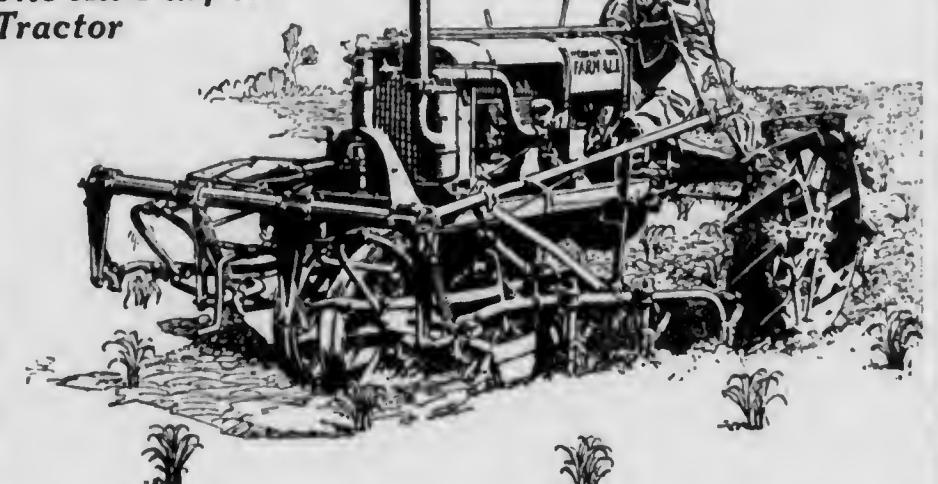
WE WRITE A STANDARD AUTOMOBILE POLICY. IF INTERESTED, FILL IN THE ATTACHED BLANK AND WE WILL GIVE YOU FULL INFORMATION

Name _____	Address _____	City _____	County _____
Insurance Begins _____	19 _____	Expires _____	19 _____
Business _____	Mfg. Name _____		
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Capacity _____	Motor No. _____		
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Pennsylvania Threshermen & Farmers' Mutual Casualty Insurance Co.

311 Mechanics Trust Bldg., Harrisburg, Pa.

## FARMALL— The All-Purpose Tractor



## May We Cultivate Your Corn For You?

YOU'VE read about the McCormick-Deering Farmall, and chances are you've already seen one of them at work in your neighbors' fields. Haven't you sort of wondered how it would take hold of your work and what kind of a job it would do in your corn fields? Here's your chance to find out!

We have a Farmall here at the store equipped with the 2-row Farmall Cultivator. The outfit is rarin' to go. If you say the word we'll point her nose toward your place and be out there in a jiffy. You pick out the job and we'll do it in quick time with this outfit.

To add spice to the program, invite some of your friends in to see the show. There really is no other tractor like the Farmall. You will enjoy seeing it do your work in the most modern, most economical way it can be done.

Let us know when you'll be ready for us  
INTERNATIONAL HARVESTER COMPANY  
OF AMERICA  
Incorporated  
HARRISBURG  
PHILADELPHIA  
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**NICE** REG.  
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THE NAME TO GO BY—WHEN YOU GO TO BUY  
PAINT AND VARNISHES  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

**Milk  
Cooled  
Electrically!**



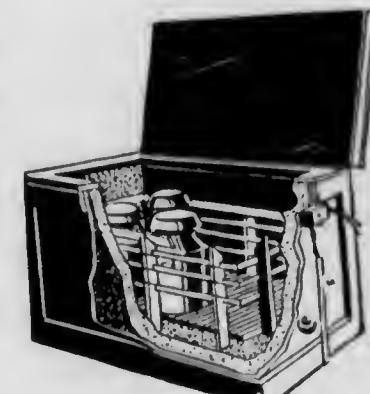
A NEW idea . . . a revolutionary idea . . . for the quick and economical cooling of milk on the dairy farm. Electrically operated, automatically controlled, it requires but little attention. Immediately after milking, place your cans of milk in the ice cold water within the ESCO Milk Cooling Cabinet and the temperature of the milk quickly drops to below 50 degrees. The ideal cooling and storage system that you have been wanting.

Ask your Power Company, Electric Refrigeration Dealer, or write direct to us

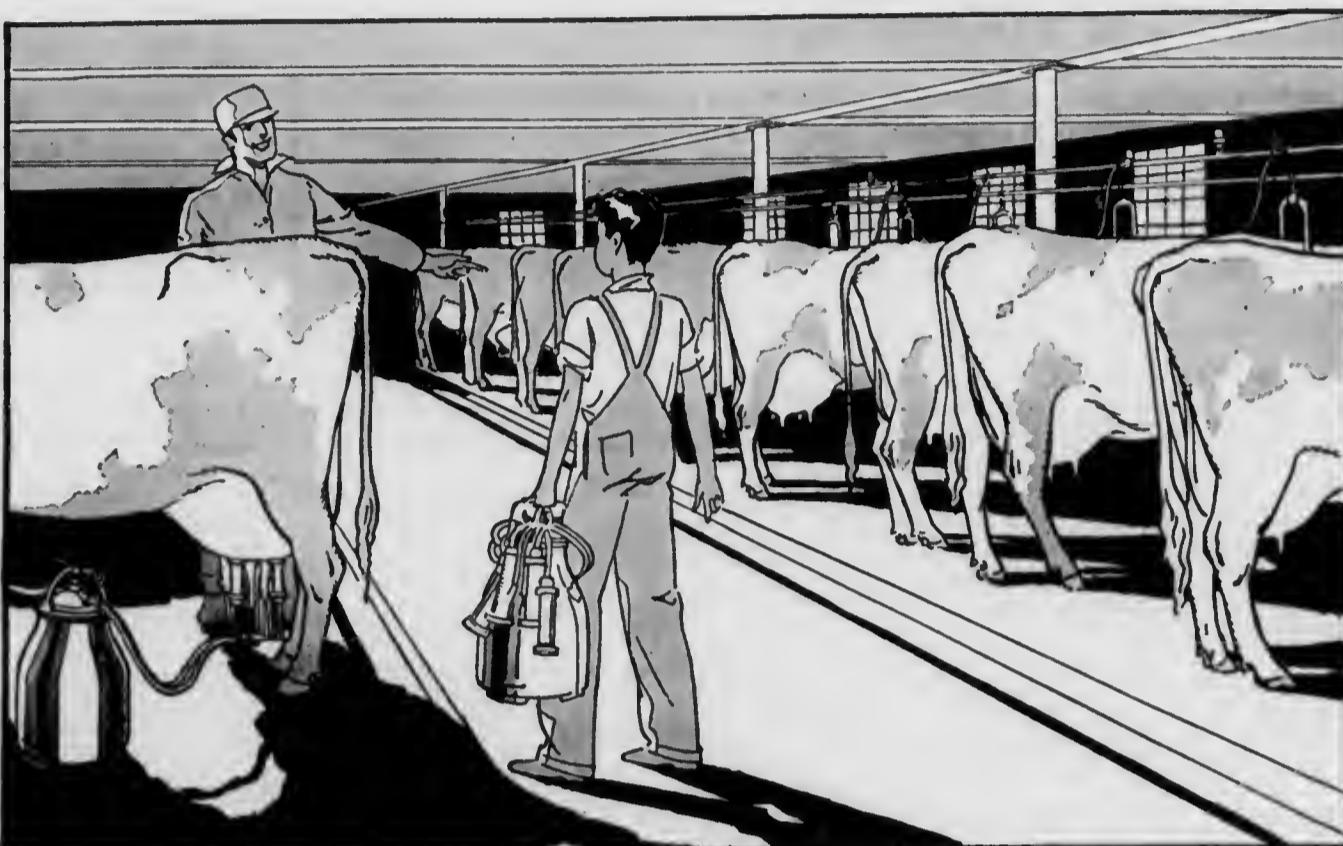
**ESCO CABINET COMPANY**

World's Largest Manufacturers of  
Milk Cooling Cabinets

WEST CHESTER, PENNA.



# The Time and Labor Saved by the DE LAVAL Magnetic Milker Represent Extra Profit . . .



Perfect milking  
regardless of  
operators.

TIME and labor are among the most important factors that make up the dairyman's "cost to produce" and the De Laval Magnetic Milker cuts milking time and labor to the bone. It saves half the time required to milk by hand or enables one man to do the work of two or three good hand milkers in the same time.

Thousands of dairymen through the use of De Laval Magnetic Milkers have eliminated the costly, wasteful drudge-work that takes such a large share of the profits and they now enjoy increased incomes and more time for other things.

Equally important is the better milking which the De Laval Magnetic affords. The pulsations, created and controlled by magnetic

force, are regular and uniform to the split second. Every cow is milked at the same speed and with precisely the same action at every milking. Every dairyman knows the importance of regular, even milking.

Cleaner milk and the ease with which the De Laval Magnetic is cleaned and kept clean are other important features.

Ask your local De Laval dealer for information on the De Laval Magnetic Milker, including an actual demonstration in your own barn, on your own cows, if you desire. If you do not know your local dealer, send the coupon to the nearest De Laval office. You will not be obligated in any way. Do it today.

## Fast, Clean, Perfect and Dependable Milking

THE DE LAVAL SEPARATOR COMPANY  
New York, N. Y., 165 Broadway  
Chicago, Ill., 600 Jackson Blvd.  
San Francisco, Calif., 61 Beale St.

Gentlemen: I would like to try the  De Laval "Magnetic" Milker  De Laval "Utility" Milker (check which) in my own barn, without putting myself under any obligation.

Name is.....

Address.....

No. of cows.....  Check here if you wish literature only.

For the new dairyman or the small herd owner the De Laval Utility Milker is a splendid milker—the best of its kind. Utility units may also be had for operation on any existing single pipe line installation.

# INTER-STATE Milk Producers R-

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS

Vol. XI

West Chester, Pa., and Philadelphia, Pa.

Admission Charge  
To Coming Pennsylvania  
State Farm Show

No admission will be charged to the fifteenth annual Pennsylvania Farm Products Show which will be held January 19th to 24th, 1931, in the mammoth exhibition building now under construction in Harrisburg, the Farm Show Commission has decided, according to an announcement by R. G. Bressler, Show director.

A tentative premium list totaling \$33,000 was approved by the Commission at its meeting on May 28. This sum is almost four times the amount offered in prizes at any previous Show and is the largest ever offered at a State agricultural exhibition in the history of the Commonwealth, Mr. Bressler states. More prize money will be offered and new classes will be provided in practically all departments of the Show. The livestock divisions, most of which are new features, will have especially attractive awards.

At a meeting on May 27, of the Farm Show Committee, which represents all the agricultural and allied interests in the State, reports were received indicating that farmers are manifesting a greater interest in entering products and livestock in the coming show than was the case in any previous exhibition. The Holstein-Friesian Registry Association, Inc., of Harrisburg, was admitted to membership in the Committee. The Committee now represents approximately 40 agricultural and allied organizations in addition to the Pennsylvania State College and several Departments of the State Government.

### Many to Attend Cooperative Institute

On account of its proximity to Pennsylvania, the sixth annual Institute of Co-operation which is being held at Ohio State University, Columbus, Ohio, from July 7 to 12, will draw a large attendance from the membership of co-operative associations in this State, according to reports reaching the Pennsylvania Bureau of Markets. Many organizations, both local and statewide, are planning to send official representatives to the meeting and numerous farmers who are interested in agricultural co-operation will attend.

Several Pennsylvania authorities on co-operative marketing are scheduled for addresses on this year's program. H. B. Steele, Secretary, Dairymen's Co-operative Sales Company, Pittsburgh, Pa., is to address the conference on July 9, and will talk on "Milk Trucking Problems of Co-operatives." On the same date, F. F. Lininger, Professor of Agricultural Economics, Pennsylvania State College, will address the meeting on "Seasonal Regulation of Supply of Fluid Milk." The following day, July 10, C. I. Cohen, Director of Quality Control Department, Philadelphia Inter-State Dairy Council, will talk on "Methods to Secure Quality Improvement;" J. O. Eastlack, will talk on "A Uniform System of Production Records."

The American Institute of Co-operation meets annually, the location being changed each year. The first Institute was held at the University of Pennsylvania, Philadelphia, in 1925. It is a gathering of officials and members of co-operative associations, in North America and foreign countries, and is widely attended by others interested in the co-operative movement.

## Heavy Butter Supplies

in cold storage  
still continue to

## Menace the Milk Market

Every producer of dairy products should cooperate in moving this excess butter from the market

Butter storage on June 1st aggregated 50,330,000 lbs., compared to 28,369,000 lbs. one year ago.

## Consume your share of the Butter Surplus

Butter at today's prices is the best product you can buy for your table spread—and it means real health and energy.

It is an important factor in your diet and that of your family.

### Big Cow Best

A study of the Bureau of Dairy Industry, United States Department of Agriculture, of nearly 220,000 yearly records of cows in dairy herd improvement associations showed that within the breed the heavier cows generally excelled the lighter cows of the same age in production and income over cost of feed. The heavier cows ate more in dollars worth of feed, but they more than made up for it in production.

## Culling Low-Producing Cows From the Dairy Herd

By O. E. Reed, Chief of the Bureau of Dairy Industry, United States Department of Agriculture, Washington, D. C.

There are three things we can do to make our dairy herds more profitable. Cull the low producers; feed the others according to what they can produce when well fed; then breed intelligently. Let's consider what we can accomplish by culling the low-producing cows from our dairy herds.

Studies, by the Bureau of Dairy Industry, United States Department of Agriculture, of the production, feed cost, and income records of cows on test in Dairy Herd-Improvement Associations, have shown that the elimination of the lowest producers from the dairy herd not only increases the average production per cow, but always results in increasing the cash income cost of feed per cow. Therefore, if any dairyman is dissatisfied with the income which he makes over cost of feed, he can always increase that income per cow by culling a little closer.

At present, when the surplus of dairy products in this country is abnormally high, and when prices are correspondingly, closer culling is one of the ways of getting better results immediately. Our figures indicate that culling the lowest-producing 1 per cent of the dairy cows in this country would not lower the milk and butterfat production as much as 1 per cent, but only one-fifth of 1 per cent; and that culling the lowest-producing 10 per cent of our dairy cows would not lower the milk and butterfat production 10 per cent, but only 5 per cent.

Some people say that it is not good logic to blame the low-producers when there is a surplus of dairy products in this country. I am not interested in whether it is the low-producers or whether it is the high-producers that cause the surplus,—but I am mightily interested in the fine effect which the culling of the low-producing cows from our dairy herds has upon the pocket-book of the dairy industry.

However, not every low-producing dairy cow in the United States represents a loss. There are farms where the family cow lives principally on feed that would otherwise be wasted, and she may be cared for by labor that could not earn as much in any other way. We are talking now about the commercial dairy.

In all this Herd-Improvement work three things are kept constantly in mind,—culling, feeding and breeding. Culling the low-producers from the herd, and feeding the rest of the cows according to their capacity for production, brings immediate results. The Bureau of Dairy Industry has figures which show that more culling is needed in average herds, in Dairy Herd-Improvement Association herds, and even in herds of registered dairy cattle. According to figures now available in our Bureau, the culling of the lowest-producing 10 per cent of all the dairy cows in this country would not reduce the dairyman's net income by a single dollar. The lowest 20 per cent could be culled and there would be no noticeable loss. Yes, the lowest-producing 30 per cent of our dairy cows could go to the butcher and the losses due to their absence from the herd would be almost negligible.

However, I would not recommend the sudden elimination of 30 per cent of our dairy cows. To get rid of so many cows all at once would completely demoralize the dairy industry and would cause a milk famine. I would not recommend the sudden culling of 20 per cent of our dairy cows, for the same reason. I would hesitate to recommend the sudden elimination of the lowest-producing 10 per cent of our dairy cows, though that would certainly not send any profit producers to the butcher. Such a culling and killing would be too drastic. It would create a milk famine, and also it would put too much cow-meat on the market. That would be bad for the dairy industry, and perhaps worse for the beef industry.

A Dairy Herd-Improvement Association is an organization of about 26 dairy farmers who co-operatively employ a man to test their cows for economical production of milk and butterfat. One day each month the tester weighs the feed, both concentrates and roughages, for each cow in the herd; weighs her milk and tests it for butterfat; and figures out the gross income and income over cost of feed for each cow. From the record of one day per month he computes the record of the individual cow for the month and for the year, and by comparing the production records of the daughters of each bull with the production records of their dams, he passes an accurate judgment upon the

(Continued on page 8)

## Penn State College Holds Farmers' Week and Dairy Exposition

## Machines Play Part

Farmers' Week at the Pennsylvania State College, June 17th, 18th and 19th, attracted an attendance of more than 4,000 Keystone farm folks. Dairying was featured in the program, and other departments of the School of Agriculture related their presentations as much as possible to this industry.

## Dairying Featured

The dairy program attracted the largest numbers, as was expected. Dr. F. P. Weaver, head of the Department of Agricultural Economics, told what makes a profitable dairy farm; Prof. A. L. Beam explained how to get the most milk from feed; Dr. C. F. Noll, and Professors C. O. and J. S. Cobb, of the Agronomy Department, gave illustrated talks on crop rotation and fertilization on the dairy farm, and Dr. J. F. Shigley, college veterinarian, discussed dairy cattle diseases. A parade of outstanding individuals of the five breeds in the college dairy herd then was held, with Prof. A. A. Borland, Department head, pointing out their fine points and citing their records of production. Prof. W. D. Swope told how to pick a good

cow.

The Dairy Herd-Improvement Associations are growing rapidly in numbers and influence all over the country, and the National dairy breed associations have recently worked out and adopted herd test plans by which it may be possible to bring about a very rapid improvement in our dairy herds.

At the beginning of 1930 there were about 1,150 Dairy Herd-Improvement Associations in operation. These associations are working wonders for the dairy industry of the United States. Dairymen anywhere who want to organize one of these associations can find out how to proceed by asking their county agricultural agent or their State College of Agriculture. The Bureau of Dairy Industry, United States Department of Agriculture, Washington, D. C., has a bulletin on the subject, "Dairy Herd-Improvement Associations." Farmers' Bulletin No. 1604-F, copies of which will be sent free upon request as long as the supply lasts.

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(Continued on page 8)

Pen. State Farmers' Week Dairy Cattle Judging Contest, and the Purchased Holstein heifer calf which was donated as a prize by the College Dairy Department.

There were 128 participants in the contest. Browning made perfect scores in judging Brown Swiss, Guernsey, Holstein and Jersey cattle and scored 70 points out of 100 in judging Ayrshires.

dairy cow, and a dairy cattle judging contest then was held, 128 farmers participating. Earl Browning, Wyallusing, won the contest with perfect scores in placing Brown Swiss, Guernsey, Holstein, and Jersey classes, and making 70 points out of a possible 100 on the Ayrshires. His score was 470. The dairy department donated a purchased heifer, choice of breeds, and the winner picked a Holstein.

Ranson Fury, Bakers Summit; C. T. Livingood, Salisbury, and Peter Miller, Towanda, all tied for second place by scoring 440 points each.

Grange Present Plays

Wednesday evening the entertainment program consisted of three one-act plays staged by Grange players.

Dairy activities Thursday consisted of talks by Dr. S. I. Bechdel and Prof. P. S. Williams on raising dairy calves; Prof. W. H. Henning, of the Animal Husbandry Department, on improving the dairy herd through breeding; Professors F. D. Gardner and J. W. White of the Agronomy Department, on dairy pastures, their maintenance and importance in economical milk production; Prof. D. H. Bailey, on quality milk and how to produce it; and Dr. F. F. Lininger, of the department of agricultural economics, on the dairy surplus problem and the future of the dairy business.

Prof. E. L. Moffitt, in charge of farm management, talked each day on the cost of producing 100 pounds of milk.

(Continued on page 8)

(Continued on page 8)

July, 1930

## Cumberland County (Pa.) Will Hold Annual Dairy Cattle Show\*

## Machines Play Part

The Fifth Annual Cumberland County Dairy Cattle Show, to be held Wednesday, Thursday and Friday, August 6th, 7th and 8th, at Mt View Park, Mt. Holly Springs, will have a number of new and some engines on the farm and farm implements by Professor Foulkrod, and rope knots and splices by Prof. W. R. White, assistant director of Agricultural Correspondence courses.

In Agronomy the program consisted of visits to experimental plots and explanations of the results on the 49 years test fertilizers, lime, and manure by Professors C. D. Jeffries and F. J. Holben, the phosphate fertilizer plots by Professors H. B. Musser and C. J. Irvin; variety tests of alfalfa by Prof. C. O. Cromer, and the forage crop and grass garden by Prof. J. Cobb.

Livestock farmers found a complete program in visits to the experimental flock and herds and demonstrations of management methods. Professors W. B. Connell and W. L. Henning, and P. C. MacKenzie, superintendent of livestock, had charge of the purebred and experimental sheep program and the sheep dipping demonstration; Professors M. A. McCarty and L. C. Madison, the swine experiments and swine management demonstration; Professors F. L. Bentley, P. T. Ziegler, and T. L. Morrow, Beef Cattle Production, and Dr. J. F. Shigley, Prof. C. A. Burge, and J. Packard, Draft Horse Production.

## Control Diseases and Insects

The botany program consisted of talks by Dr. J. P. Kelly on weeds causing livestock illness, Dr. J. B. Hill on genetic principles in the heredity and breeding of animals, and Dr. E. L. Nixon on principles of plant disease control.

Entomologists contributed a timely slant to the program in talks on the control of flies around the dairy barn by Dr. V. R. Haber and how the European corn borer affects the dairy industry by Prof. M. W. Worthley.

Professors C. R. Anderson and F. T. Murphey, extension foresters, talked and demonstrated planting trees on idle land, estimating timber in the woodlot, placing a price on the woodlot for sale, saw filing use of lumber on the farm, and improvement thinnings in the woodlot.

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(Continued on page 8)

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## Dairy Cows Increase In 63 Counties

## Machines Play Part

The number of dairy cows on farms in Pennsylvania increased in all counties excepting 4 during 1929, according to the estimates of the Federal-State Crop Reporting Service, Pennsylvania Department of Agriculture. The estimated number of milk cows and heifers two years old and over on farms January 1st, this year, was 889,000—the highest since 1925.

The four counties in which decreases occurred during the year are Lycoming, McKean, Montgomery and Potter.

The average value per head of the dairy cows was estimated at \$112—the highest on record. With one exception, this figure exceeds the average value in all the leading dairy states.

Dairy cows in Pennsylvania at the present time represent an investment of almost \$100,000,000. Dairying provides the largest single source of farm revenue in the State.

The following are the estimates for the number of milk cows on farms January 1, 1930: Adams, 11,010; Allegheny, 12,380; Armstrong, 10,490; Beaver, 8,620; Bedford, 17,690; Berks, 29,830; Blair, 8,680; Bradford, 38,330; Bucks, 20,010; Butler, 14,850; Cambria, 9,300; Cameron, 370; Carbon, 1,920; Centre, 13,550; Chester, 42,550; Clarion, 11,740; Clearfield, 8,120; Clinton, 4,500; Columbia, 8,590; Crawford, 29,350; Cumberland, 17,040.

Dauphin, 15,360; Delaware, 4,370; Elk, 2,840; Erie, 25,910; Fayette, 10,070; Forest, 1,030; Franklin, 18,830; Fulton, 3,860; Greene, 8,360; Huntingdon, 8,580; Indiana, 11,770; Jefferson, 8,640; Juniata, 7,270; Lackawanna, 8,670; Lancaster, 38,850; Lawrence, 12,900; Lebanon, 10,393; Lehigh, 8,500; Luzerne, 8,250; Lycoming 15,940.

McKean, 5,820; Mercer, 20,070; Mifflin, 7,770; Monroe, 5,120; Montgomery, 16,960; Montour, 4,500; Northampton, 11,740; Northumberland, 10,440; Perry, 8,820; Philadelphia, 750; Pike, 2,280; Potter, 11,600; Schuylkill, 7,460; Snyder, 6,720; Somerset, 17,950; Sullivan, 4,190; Susquehanna, 28,190; Tioga, 29, 680; Union, 7,140; Venango, 6,880; Warren, 12,220; Washington, 25,940; Wayne, 25,530; Westmoreland, 21,270; Wyoming, 9,780; York, 31,590; total for Pennsylvania, 889,000.

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DRINK  
MILK  
EVERYBODY

General business, particularly in all lines of industry has been reflected materially in the lessened employment of labor generally and the consequent slowing down of money expended in many different ways. While general business is reported spotty in many sections of the country, it is believed that we are on the way toward greater prosperity.

Tariff legislation has been a material factor in the slowing down of many industrial activities but now that the tariff bill, recently passed by Congress and which has been approved by President Hoover is really settled, it is believed that industrial lines will now soon adjust themselves to the new order of things and that a resumption of greater business activities generally will follow.

The hot weather season is already with us and demands special care and attention in protecting your milk supply.

The consumer demands a clean sanitary product, sweet, free from objectionable odors and pleasing to the taste. Milk that does not measure up to this standard means a loss to the producer and probably a temporary falling off in the use of milk by the consumer.

See that the udders of your cows are clean before milking, cool milk quickly after milking to a low temperature, cover cans in transit to the receiving station or to its delivery point.

Keep cans, milk pails and strainers perfectly clean. Milk left in such utensils rapidly sours and destroys the food flavor at the next milking.

See that your cows get plenty of fresh clean water—stagnant water often carries bacteria that have an unfavorable condition on the milk supply.

In fact the same good care in milk production is necessary at all times, but more especially so during the heated weather season.

Do your part in furnishing the market a milk supply that cannot be improved upon and your efforts will be repaid by greater consumption.

And now the fly season is with us again, in fact, it has been with us in some sections of our milk shed for some weeks.

With the coming of this season of the year cows should be protected against the flies.

While this does not appear very important to many of our readers, there is no doubt but that if your cows are bothered by flies it will mean a decrease in production and consequent decline in your milk check.

### Cull Out Poor Cows

Weed out the unprofitable dairy cows. It is more profitable to milk three good cows than a half-dozen poor ones.

Flies are not only bothersome to livestock in general but they are likely to carry germs of disease from one place to another.

For that reason the milk house should be adequately protected against flies by proper screening of windows and doors.

Flies in the dairy barn can be controlled and almost entirely eliminated. The barn should be screened and trap methods of catching the flies should be used. For general efficiency however, some good spray repellent has proven quite efficient.

Clean the barn and stable, keep them free from manure—manure is an ideal breeding place for flies.

Keep up the productive ratio of your cows by keeping them free from annoyance by flies.

The small cost and proper use of fly repellent necessary to keep your barns and cows free from the fly menace will no doubt pay for itself in increased production of milk.

### July Milk Prices

Under agreement with co-operating buyers, the price to be paid for basic milk during July, 1930, remains unchanged. Surplus milk during July, 1930, will be paid for under the agreement of April 25th, 1930, as will be noted below.

The price of basic milk, F.O.B. Philadelphia, for July will, subject to market conditions, be \$3.29 per hundred pounds or 7.1 cents per quart.

The price of basic milk delivered at receiving stations in the 51-60 mile zone, for July, 3 per cent butterfat content, will, subject to market conditions, be \$2.71 per hundred pounds, with the usual differentials and variations at other mileage points.

### SURPLUS MILK

Surplus milk shipped during July, will be paid for by co-operating buyers, on the average price of 92 score butter, solid packed, New York City.

### Surplus Milk Prices for July

Under conditions, both as to supply and demand, as well as unseasonable conditions as to consumption, together with the continued receding prices of butter, it was deemed advisable to continue the price of surplus milk on the same basis of payment during July as has prevailed in April, May and June.

The price of surplus milk for July will therefore be based on the basis of four times the average butter price for the month.

### Quality Milk Demonstrations

"The two quality milk demonstrations which were staged in connection with the Yardville and Hopewell, N. J. Junior Dairy Club meetings have a significance for all club members," reports the Mercer County Club News in Mercer County, New Jersey. "In view of the fact that some of the samples showed bacteria counts ranging from 10,000 to 30,000 the question should naturally arise, 'Are we going to do anything about it?' The meeting had a greater purpose than that of merely entertaining the club members by showing them through the microscope the pretty patterns for ladies' necklaces which are made by colonies of bacteria, and the pads which demonstrate the color of the dirt which comes off a cow's body while she is being milked."

British investigations show that complete grazing once in three weeks during a good growing season is sufficient to maintain a high nutritive content in the pasture.

The relatively high protein content of leaves and the high nutritive value of proteins indicate that the supplement needed for young and closely grazed pastures is a relatively high carbohydrate feed, such as corn.

In seasons of heavy rainfall, when grass grows rapidly, pastures should be grazed more closely than in dry periods, when grass grows slowly, the department says.

### Cull Out Poor Cows

Weed out the unprofitable dairy cows. It is more profitable to milk three good cows than a half-dozen poor ones.

The production of fluid milk in the Philadelphia Milk Shed during May exceeded that of May, 1929, as shown by the receipts of the principal large buyers in the City of Philadelphia, by a small amount, but this slight increase together with a considerable decrease in consumption, due largely to decreased labor employment, resulted in a thing but a healthy general market.

We had hoped that we might, at this time have been able to have the price of a plus milk for July advanced to the previous basis, which was the average of 92 score solid packed, New York butter, times 4 plus 20% fixed as the price for our surplus milk, but in this we have not been successful.

At a conference with our buyers, held in our offices on Monday, June 30th, we were unable to reach any agreement with our buyers along these lines, and so, until further notice, the surplus price will have to remain the same for July as was paid in June, which is, four times the flat daily average of 92 score, solid pack, New York City.

From information available we believe our production of milk is falling off somewhat but will not run as high during July and August as it did last year. But with consumption slowed down the rate of production is still too high for continued, as market. This condition, considering the labor situation, leaves much to be desired and has not helped the market on the whole whatever.

Butter holdings in cold storage on June 1st, aggregated 50,330,000 pounds. This showed an increase of 21,196,000 pounds, as compared to the holdings, at the same time, one year ago. Comparing these figures with the 1929 holdings on June 1st (28,369,000 pounds), and those of previous months, you will realize that we are in the cold storage situation, as far as butter holdings are concerned.

Let me again bring to your attention that we feel that all dairymen should use price of butter this imposes no hardship on consumer cost and it will aid materially in helping to clear up the butter storage situation and help to stabilize the market.

I would also call to your attention, that, under present conditions no producer should consider any program of herd increase this fall so as to increase his basic quantity average above that which he had during the past year, unless of course the market should make some change for the better. We believe that the market will stand the present basic average but caution you strongly against exceeding that amount during the coming fall months. Co-operate in this movement and hold your basic average at 1931 at about the same level as that made for the current year.

## MARKET CONDITIONS

By H. D. ALLEBACH

July, 1930  
July, 1930

### LATEST MARKET PRICES

The basic prices, quoted below, for June, 1930, represent those to be paid by co-operating buyers for all milk in excess of the basic quantity the surplus price, quoted below, for the month of June is to be paid.

Surplus milk will be paid for under one classification. Class I, represented by the amount of milk in excess of the basic average, which will be paid for by co-operating dealers on the basis of 92 score butter, solid pack, New York City.

### PHILADELPHIA SELLING PLAN

#### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding that it is net to the producers and that all buyers using it as basis of payment to producers, shall in addition thereto make the following contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46½ quarts) of all milk purchased from any producer at prices listed herein.

(2) To the Inter-State Milk Producers' Association, 2c per 100 pounds (46½ quarts) of all milk bought from any producer in the said Association.

(3) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46½ quarts) of all milk bought from other producers at prices listed herein.

The funds so derived are to be used for the improvement of standards of quality in production and distribution of milk in the Philadelphia Milk Shed, for improvements and stabilization of market and for an educational campaign advertising the food value of dairy products.

#### BASIC PRICE

June, 1930

F. O. B. Philadelphia

Grade B Market Milk

Test Per Cent. Per 100 Lbs. Price Per Qt.

7.00 7.1 7.1

7.05 7.1 7.1

7.10 7.1 7.1

7.15 7.2 7.2

7.20 7.2 7.2

7.25 7.2 7.2

7.30 7.3 7.3

7.35 7.3 7.3

7.40 7.4 7.4

7.45 7.4 7.4

7.50 7.5 7.5

7.55 7.5 7.5

7.60 7.6 7.6

7.65 7.6 7.6

7.70 7.7 7.7

7.75 7.7 7.7

7.80 7.8 7.8

7.85 7.8 7.8

7.90 7.9 7.9

7.95 7.9 7.9

8.00 8.0 8.0

8.05 8.0 8.0

8.10 8.1 8.1

8.15 8.1 8.1

8.20 8.2 8.2

8.25 8.2 8.2

8.30 8.3 8.3

8.35 8.3 8.3

8.40 8.4 8.4

8.45 8.4 8.4

8.50 8.5 8.5

8.55 8.5 8.5

8.60 8.6 8.6

8.65 8.6 8.6

8.70 8.7 8.7

8.75 8.7 8.7

8.80 8.8 8.8

8.85 8.8 8.8

8.90 8.9 8.9

8.95 8.9 8.9

9.00 9.0 9.0

9.05 9.0 9.0

9.10 9.1 9.1

9.15 9.1 9.1

9.20 9.2 9.2

9.25 9.2 9.2

9.30 9.3 9.3

9.35 9.3 9.3

9.40 9.4 9.4

9.45 9.4 9.4

9.50 9.5 9.5

9.55 9.5 9.5

9.60 9.6 9.6

9.65 9.6 9.6

9.70 9.7 9.7

9.75 9.7 9.7

9.80 9.8 9.8

9.85 9.8 9.8

9.90 9.9 9.9

9.95 9.9 9.9

10.00 10.0 10.0



# IN SIX YEARS

From chicken shed to poultry plant



TRUE economy, which results in poultry profits, demands the consistent use of good feed. Amco Super Egg Mash brings out the best that's in your birds. During the hot summer months, feed as much Amco Super Egg Mash, slightly moist, as your birds will clean up in 10 to 15 minutes once a day. They will clean it up readily enough, too. Keep the dry mash in hoppers before them all the time, in a cool place near plenty of fresh, cool water.

This is the way to get eggs regularly, straight through the summer into fall. During the hot summer months hens require less energy and heat-producing scratch grains, but they need more of the stimulating and egg-making materials contained in Amco Super Egg Mash.

The Amco Poultry Mashes are mixed according to best present day poultry feeding knowledge. You can judge the formulas before buying, because they are open. The ingredients are high in quality, mixed fresh and shipped fresh.

See your nearest Amco Agent for your summer's supply.



DIST. OFFICE, MUNCY, PA.

Six years ago Mr. Frank Faidley of Somerset, Pa. started out with 200 chickens in the shed shown above. The upper picture shows some of the buildings which comprise his poultry plant to-day. Any poultryman in the world might well be proud of such rapid progress.

How did he do it? By thrift and good management, of course, and by using the feeds which give most profit per dollar—Amco Open Formula Poultry Mashes.

Last year Mr. Faidley raised 2,300 chicks on Amco Starting and Growing Mash with a total mortality of only 4 per cent. In the fall his pullets were put in laying quarters on Amco Super Egg Mash. They averaged from 50 to 70 per cent production throughout the winter, and on June 1st were still doing 50 per cent. These birds are in wonderful condition and many of them will be carried over into the yearling flock.

This year 2,600 birds are being reared with equal or better results. Mr. Faidley sticks to Amco Feeds for these reasons: Favorable prices, open formulas, fine results in growth, condition, and production.

## Inter-State "A" Milk Price Standards\*

Shipments of Milk to Receiving Stations during the months of May, June, July, August, September, and October, having an average bacteria count for the month of 10,000 bacteria or less, shall receive a bonus of 40 cents per hundred pounds and a shipper with an average count of 10,000 and less than 50,000 shall receive a bonus of 15 cents per hundred pounds. During November, December, January, February, March, and April, the average bacteria bonuses shall be paid to the producers only who have received similar bonuses during the months of May, June, July, August, and September. Producers, in addition to the above bonuses, shall receive a bonus of 15 cents per hundred pounds for each month of November, December, January, February, March and April for "A" milk having a bacteria count of 30,000 or less, and 15 cents per hundred pounds for a bacteria count of 30,000 or less and 50 cents per hundred pounds for a bacteria count of 50,000 or less. Shippers of "A" Milk to Town Markets during the months of May, June, July, August, September, and October, having an average bacteria count for the month of 30,000 bacteria or less, shall receive a bonus of 40 cents per hundred pounds, and a shipper with an average count of more than 30,000 and less than 100,000 shall receive a bonus of 25 cents per hundred pounds. During November, December, January, February, March, and April, the average bacteria bonuses shall be paid to those producers only who have received similar bonuses during the months of May, June, July, August, and September. Producers, in addition to the above mentioned, shall receive a bonus of 15 cents per hundred pounds for a bacteria count of 30,000 or less, and 15 cents per hundred pounds for a bacteria count of 50,000 or less. To date, 163,363 farm inspections have been made.

\*See page 5 for detailed prices

## Culling Low-Producing Cows From the Dairy Herd

(Continued from page 2)

the bottom should be continued as rapidly as breeding can build at the top.

I have given the figures that show the results of culling in average herds. The herds on test in Dairy Herd-Improvement Associations are producing about 60 per cent more milk and butterfat per cow than is produced in the average herd. In the herds on test, culling is now supposed to be done intelligently and according to known production. For that reason you would perhaps be surprised to know that the lowest-producing 10 per cent of those cows are producing no profit to their owners. If these cows were transferred to the meat market, their present owners would make more money from them than they are making now.

How about the registered dairy cows on test in our Dairy Herd-Improvement Associations? Should any of them be culled out and sent to the butcher? These questions seem to find an answer in a recent tabulation we have made of 36,000 mature registered dairy cows of the different breeds. The figures show that the lowest-producing 10 per cent gave their owners a profit so low that the owners did not have enough left to pay even a fair wage for labor, after paying the cost of feed and the other overhead costs of keeping these cows in the herd.

Therefore, in conclusion, let me recommend to all commercial dairymen,—whether their cows are grade or registered—that they first find out what each and every cow in the herd is producing and, as far as possible, what the cost of that production is. Then cull systematically until every cow in the herd is bringing in a satisfactory net profit. Don't stop culling even then. Keep on culling until every cow in the herd is bringing in a large net profit every year. While we are culling we must build at the top, so that the supply of dairy products always will be maintained.

The final result will be, not a milk famine, but a fair profit for the producer, and an ample and economical supply of all kinds of dairy products for the consumer.

## Kill Quack Grass

Small patches of quack grass can be eradicated by smothering with tar paper or old tin roofing. Waste oil from automobiles and tractors may be put on very small patches.

## Provide for Safety

The so-called gentle bulls often prove dangerous. For protection, the safety bull pen can be used. It provides shelter, a stall for grain and silage feeding, a breeding stall, and an exercise yard.

## Report of the Quality Control Department Philadelphia Inter-State Dairy Council

July, 1930

## New Bait Is Effective For Jap Beetle Traps

(Continued from Page 2)

nials that bloom in June and July, how stage a flower show, design and layout landscaping for farm buildings, massing trees and shrubs in landscape plants, and how garden clubs should function demonstrations on arrangement of outdoor-grown cut flowers, pruning trees and shrubs, transplanting evergreen trees, as methods of propagation, and an inspection of the college flower gardens.

P. H. Margolf, superintendent of the poultry plant, was in charge of an inspection of the plant; Dr. J. E. Hunt solved poultry nutritional problems; Prof. C. O. Dossin discussed the use of milk products in poultry feeding; Prof. R. P. Tisler, bacteriologist, told how to prevent and control poultry diseases and parasites; Prof. H. C. Knaudel explained confinement brooding; Prof. John Vandergrift told how to grow healthy pullets, and Prof. E. M. Funk gave factors and figures about turkey feeding.

Vegetable gardening and plant breeding contributions were made by Dr. W. B. Mack, mulches on greenhouse tomatoes; Dr. C. E. Myers, variety type studies of early cabbage; Prof. W. B. Nissley, vegetable novelties and specialties; Prof. M. T. Lewis, lettuce varieties; Prof. J. M. Hulington, plant growing structures and methods; Prof. G. I. Stout, greenhouse crops and varieties; Doctor Mack, fertilizers for vegetable crops; Professor Nissley, the small home garden; Doctor Myers, superior varieties of the most common vegetables, and Professor Stout hints on irrigation of vegetables.

Women Have Own Program

Farm women visitors had a special program during the two days. Prof. A. F. Cooke discussed flower arrangement in the home; Miss Ethel Jefferds talked on vitamins and health, and the importance of butter and cream in the diet; Prof. G. R. Green gave an illustrated talk on birds on the farm; four Cambria county 4-H club girls demonstrated serving a balanced meal; members of the home economics extension staff demonstrated cheese and milk and their place in the diet, and served an afternoon tea. Music also was provided on this program.

Breed associations maintained booths on the grounds, the Jersey cattle breeders held an association meeting, the Portland Cement Association built and demonstrated a model milk house, the Bureau of Dairying of the United States Department of Agriculture had an exhibit on the grounds, and many of the departments in the School of Agriculture staged exhibits. Farm families picnicked in the college grove and everybody was kept busy trying to take in as many of the talks, exhibits, and demonstrations as possible during the time spent at the 1930 Farmers' Week and Dairy Exposition.

## Moderate Increase in Farm Chickens

Japanese-beetle trappers will have better luck this summer if they will make a slight change in the bait used in their traps by increasing the quantities of the attractive agents, geraniol and eugenol, says the United States Department of Agriculture.

Two years of experimental work at the Japanese-beetle laboratory at Moorestown, N. J., has shown that traps containing the improved bait captured more than two and one-half times as many beetles as did the traps in which the old bait was used.

Increasing the quantities of geraniol and eugenol will make the bait slightly more expensive, the department says, but the increased catch will more than offset this cost.

The formula for the bait recommended by the department is as follows: 4 teaspoons of geraniol, one-half teaspoonful of eugenol, 1 1/4 cups of bran, 1 tablespoonful of water, 2 1/2 tablespoonsfuls of molasses, and 1 1/2 teaspoonsfuls of glycerine. This makes about one-third of a pound, enough to bait one of the large cylindrical traps.

Certain types of traps have small bait containers which hold not more than an ounce of bait. The quantities of the attractive agents used in such traps are necessarily very small, and the department recommends for such traps the use of as much geraniol and eugenol to 25 grams of the plain bait as is recommended for the larger quantity.

Numbers in farm flocks on June 1st in the United States were about 12 per cent greater than on that date in 1928, but only 3 or 4 per cent greater than in 1927.

Increases in flocks are reported at about 11 per cent in the North Atlantic, about 5 per cent in the North Central, 3 per cent in the South Atlantic, 2 per cent in the South Central, and 20 per cent in the Western group of States.



The eight boys and girls who joined the Hopewell Dairy Club as new members during the spring of 1930. All but two boys have purebreds. All are beginners in the game. The membership has now increased to 25.

## Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of May, 1930:

No. Inspections Made... 2,909

Sediment Tests... 577

No. Permanent Permits

Issued... 173

No. Temporary Permits

Issued... 39

Meetings... 6

Attendance... 510

Reels Days Show... 2

Man Days Fairs & Exhibits

7 1/2

Bacteria Tests Made

(Plants)... 2

No. Miles Traveled... 28,134

During the month 86 dairies were discontinued from selling for failure to comply with the regulations—39 dairies were reinstated before the month was up.

To date, 163,363 farm inspections have been made.

## IF YOU WISH TO KEEP POSTED ON DAIRY PROGRESS READ THE

## Inter-State Milk Producers' Review

IF YOU WISH TO KEEP POSTED ON NEW EQUIPMENT, FEEDS, CATTLE, SALES, Etc.

READ THE ADVERTISEMENTS IN THE

## Inter-State Milk Producers' Review

Always mention the name of this paper when answering advertisements

# These Astounding Results

Astounding results! Yes! Cold, hard facts! Facts that answer once and for all, the old question "Does grain with pasture during the summer pay dividends fall and winter as well as in summer?"

These facts settle it!

**Group 1.** Cows started on pasture only June 1, 1929 dropped from 45.6 lbs. of milk to an average of 14.5 lbs. in September. Then back in the barn on full regular winter feeding, they showed a loss of \$15.78 per cow from October 1 to February 1. Over the entire test period, from June 1 to February 1, all the profit they could show was \$51.43 per cow!

**Group 2.** Cows started on Larro and pasture June 1 with a production of 49.1 lbs. daily, dropped to 32.2 lbs. average in September. Then back in the barn on full regular winter feeding, they showed a profit of \$17.05 per cow from October 1 to February 1. Over the entire test period, they showed a profit of \$85.89 per cow!

**Group 3.** Cows started on pasture, Larro, hay and silage June 1, with a production of 46.8 lbs. of milk, dropped to 40.9 average in September. Then back in the barn on full regular winter feeding, they showed a profit of \$38.47 per cow from October 1 to February 1. Over the entire test period, they showed a profit of \$113.85 per cow—more than twice the profit of group 1!

At the start of this Larro Research Farm test, all cows were producing at the same level—all had freshened at the same time. From October 1 to February 1 all were fed hay, silage and Larro. Check their records point by point! Their records tell this truth—that not only summer, but fall and winter profits depend on the right summer feeding schedule. A copy of the complete report of this test will be sent upon request.

THE LARROWE MILLING CO. DETROIT, MICHIGAN

**Larro**

FEEDS THAT DO NOT VARY FOR POULTRY, HOGS & DAIRY

Larro Family Flour, best for Bread, Biscuits, Cake and Pastry.

EACH DAY MORE DAIRYMEN FIND THAT LARRO PRODUCES THE GREATEST PROFIT OVER FEED COST

## Soil Erosion Takes 40 Inches in 40 Years

Erosion continues to wash away the soil resources of the Nation. A recent survey of a typical small valley in northeastern Kansas shows that 86 per cent of the land, comprising the greater part of the valley, has lost from 8 to 40 inches of soil since it was cleared 40 years ago, the U. S. Dept. of Agriculture reports.

Thirty-four acres had lost an average of 11 inches of soil, 45 acres had lost 18 inches, 10 acres had lost 21 inches, 2 1/2

Eastern States Farmers' Exchange

THE  
"SIXTEEN"  
Season is Here

It is poor efficiency to gamble a summer's profitable milk supply in an effort to utilize tender grass and juicy clover during the pasture season. Pasture does not save feed, it is feed. But even the finest pasture cannot be consumed and digested in sufficient quantities by a profit-producing dairy cow to maintain consistently both production and body reserve all summer long. Pasture does not save feed, it is feed. Following the introduction of the Directors of the Association, who had been balloted for, prior to the meeting, president Sexauer introduced Franklin D. Roosevelt, Governor of the State of New York, who made a very interesting address, referring particularly to the Economic Problems of the Dairymen of the State.

President Fred H. Sexauer in making his annual address, stressed the various activities of the Dairymen's League during the year as well as outlining its programs for the future.

The Dairymen's League has had very satisfactory relations with the Federal Farm Board. It has received a Four Million Dollar loan from the Farm Board to be used in furthering its general business program."

He urged greater co-operation on the part of all the members of the League as it is by that method that the greatest measure of success can be obtained. President Sexauer predicted that the coming year would not be an easy one for the dairymen, but through the support of every member it would mean a progressive future.

## Afternoon Session

The afternoon session opened with an address by James C. Stone, Vice Chairman of the Federal Farm Board. He said in part—

Agriculture and industry should work together to solve each other's problems. It will take several years before the Grain Growers can secure best results, but they will get some benefit at once. It takes a strong heart, lots of courage and faith in humanity to manage a co-operative organization.

Regional organization should handle the milk market. It is necessary to heat, for farmers to organize before they could secure loans from the Federal Farm Board. The Federal Farm Board will lean backward against the law to help the farmers.

Influence of women, I believe, is of great value to organizations. The husband will be one of the greatest co-operators in the United States if the farm women will co-operate. In any economic marketing program the producers, consumers and distributors must all be considered. Organizations must have good directors to represent the producers.

"There was a lack of good citizenship under the old conditions. Co-operative marketing corrects these conditions. We must help our neighbors. The members of the Farm Board are all farmer minded and they will do what they think in their minds is the right thing to do."

## Eastern States Feed Service

Eastern States Farmers' Exchange

A non-stock, non-profit organization owned and controlled by the farmers it serves

HEADQUARTERS: Springfield, Massachusetts

Dairymen's League  
Holds Annual Meeting

The Dairymen's League Cooperative Association, held its annual meeting on June 19th, 1930, in the State Armory Building, in Albany, New York. The delegates some 2000 in number, represented the total membership and participated in the general business of the meeting, which included general sessions of the delegates, reports of officers and the transaction of routine business.

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"There was a lack of good citizenship under the old conditions. Co-operative marketing corrects these conditions. We must help our neighbors. The members of the Farm Board are all farmer minded and they will do what they think in their minds is the right thing to do."

**Holsteins & Guernseys**  
No place better to buy choice dairy cattle, either grade or pure bred, than Dunn County, Wisconsin. Get what you want at the right price. CHAS. O. COVIN, Menomonie, Wisconsin. Telephone 152.

**PHILADELPHIA  
SILOS** in CONCRETE  
WOOD  
TILE  
Reliable for past 30 years.  
WOOD TANKS  
BROODER HOUSES  
DAIRY BARN EQUIPMENTS  
Free Catalog. Special prices now.  
E. F. SCHLICHTER CO.  
105, 18th St. Philadelphia, Pa.

# PIONEERS

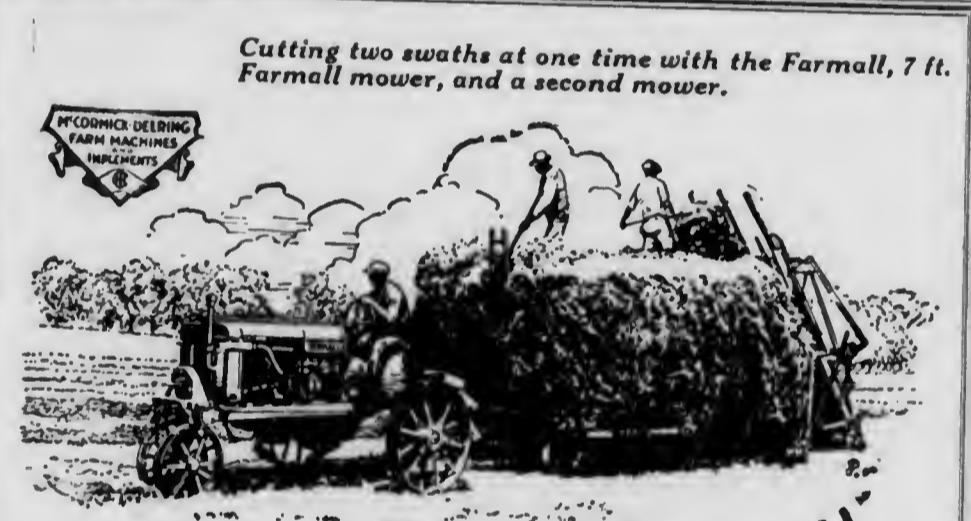
## of ELECTRIC MILK COOLING

If Milk Cooling takes its place as the greatest boon electricity brings to the Dairy Farm. On the one hand it enables the dairymen to PROFIT MORE by assuring low bacteria counts and deliveries well below 50°. On the other hand, it SAVES work, SAVES on the cost of ice, and SAVES losses caused by improper cooling.

Merely plunge cans of milk into the ice-cold water of the cabinet and leave until delivery time. Temperature automatically controlled to greatest efficiency. Cooling very rapid. Ideal storage.

Write today for facts, figures and letters from present users. Sold and installed by Power Companies and Electric Refrigeration Dealers everywhere.

**ESCO** ELECTRIC MILK COOLING CABINET



### Speed Up the Haying with Farmall Power

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Incorporated**  
PHILADELPHIA HARRISBURG BALTIMORE

INTER-STATE MILK PRODUCERS' ASSOCIATION  
RECEIVING STATION PRICES in effect August 1st, 1930.  
Subject to change whenever warranted by market conditions.  
Those quotations are based on 3% butterfat milk with a differential of 4 cents for each tenth point and 2 cents for each half tenth point up or down, and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

This price list is issued with the understanding that it is not to producers and that all buyers using it as a basis of payment to producers shall in addition thereto make the following contributions and payments.

(1) To the Philadelphia Inter-State Dairy Council 2¢ per hundred pounds (46½ quarts) of all milk bought from any producer at price listed herein.

(2) To the Inter-State Milk Producers' Association 2¢ per hundred pounds (46½ quarts) of all milk bought from members of said association.

(3) To the Philadelphia Inter-State Dairy Council 2¢ per hundred pounds (46½ quarts) of all milk bought from other producers at price listed herein.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets and for an educational campaign advertising the food value of dairy products.

Miles	Basic price August first	July surplus price.		
		Basic quantity	Freight rate	Price
		3% milk	Test	Per 100#
1 to 10	inc.	.268	\$2.79	: 3.
11 to 20	"	.283	2.77	: 3.05
21 to 30	"	.303	2.75	: 3.1
31 to 40	"	.313	2.74	: 3.15
41 to 50	"	.333	2.72	: 3.2
51 to 60	"	.343	2.71	: 3.25
61 to 70	"	.364	2.69	: 3.3
71 to 80	"	.374	2.68	: 3.35
81 to 90	"	.389	2.67	: 3.4
91 to 100	"	.399	2.66	: 3.45
101 to 110	"	.414	2.64	: 3.5
111 to 120	"	.424	2.65	: 3.55
121 to 130	"	.434	2.62	: 3.6
131 to 140	"	.450	2.61	: 3.65
141 to 150	"	.460	2.60	: 3.7
151 to 160	"	.475	2.58	: 3.75
161 to 170	"	.480	2.58	: 3.8
171 to 180	"	.490	2.57	: 3.85
181 to 190	"	.505	2.55	: 3.9
191 to 200	"	.510	2.55	: 3.95
201 to 210	"	.520	2.54	: 4.
211 to 220	"	.535	2.52	: 4.05
221 to 230	"	.540	2.52	: 4.1
231 to 240	"	.550	2.51	: 4.15
241 to 250	"	.556	2.50	: 4.2
251 to 260	"	.566	2.49	: 4.25
261 to 270	"	.576	2.48	: 4.3
271 to 280	"	.581	2.48	: 4.35
281 to 290	"	.596	2.46	: 4.4
291 to 300	"	.600	2.46	: 4.45
			: 4.5	: 4.56
			: 4.55	: 4.58
			: 4.6	: 4.60
			: 4.65	: 4.62
			: 4.7	: 4.64
			: 4.75	: 4.66
			: 4.8	: 4.68
			: 4.85	: 4.70
			: 4.9	: 4.72
			: 4.95	: 4.74
			: 5.	: 4.76

LIBRARY  
JANBy order of the Board of Directors  
Tenth Floor, Flint Bldg., Philadelphia, Pa.,  
Issued July 28th, 1930.H. D. McClellan, J. P. Zellers  
President. Secretary.

INTER-STATE MILK PRODUCERS' ASSOCIATION  
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ciation.  
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The funds so derived are to be used by the recipients for im-  
proving standards of quality in production and distribution of milk in the  
Philadelphia Milk Shed; for improvement and stabilization of markets and  
for an educational campaign advertising the food value of dairy products.

Basic price August 1st.

Test per cent.	Basic Quantity per 100#	Price per Qt.	July surplus price.	
			Per 100#	Class 1 Per qt.
3.	\$3.29			
3.05	3.31	7.1	\$1.54	3.3
3.1	3.33	7.1	1.56	3.35
3.15	3.35	7.15	1.58	3.4
3.2	3.37	7.2	1.60	3.45
3.25	3.39	7.25	1.62	3.5
3.3	3.41	7.3	1.64	3.55
3.35	3.43	7.35	1.66	3.6
3.4	3.45	7.4	1.68	3.65
3.45	3.47	7.45	1.70	3.7
3.5	3.49	7.5	1.72	3.75
3.55	3.51	7.55	1.74	3.8
3.6	3.53	7.6	1.76	3.85
3.65	3.55	7.65	1.78	3.9
3.7	3.57	7.66	1.80	3.95
3.75	3.59	7.67	1.82	4.
3.8	3.61	7.68	1.84	4.05
3.85	3.63	7.69	1.86	4.1
3.9	3.65	7.7	1.88	4.15
3.95	3.67	7.75	1.90	4.2
4.	3.69	7.79	1.92	4.25
4.05	3.71	7.85	1.94	4.3
4.1	3.73	8.	1.96	4.35
4.15	3.75	8.	1.98	4.4
4.2	3.77	8.05	2.00	4.45
4.25	3.79	8.1	2.02	4.5
4.3	3.81	8.15	2.04	4.55
4.35	3.83	8.2	2.06	4.6
4.4	3.85	8.25	2.08	4.65
4.45	3.87	8.3	2.10	4.7
4.5	3.89	8.3	2.12	4.75
4.55	3.91	8.35	2.14	4.8
4.6	3.93	8.4	2.16	4.85
4.65	3.95	8.45	2.18	4.9
4.7	3.97	8.5	2.20	4.95
4.75	3.99	8.55	2.22	5.
4.8	4.01	8.6	2.24	5.05
4.85	4.03	8.65	2.26	
4.9	4.05	8.65	2.28	
4.95	4.07	8.7	2.30	
5.	4.09	8.75	2.32	
		8.8	2.34	

By order of the Board of Directors  
Tenth Floor, Flint Bldg., Philadelphia, Pa.  
Issued July 28th, 1930.

Presid ent.

*S. D. Allach*  
Secretary.

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Business .....	Mfg. Name .....
Type of Body .....	Year Model .....
Serial No. ....	No. Cylinders .....
Capacity .....	Motor No. ....
	Truck .....
	Serial No. ....
	Motor No. ....

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guaranteed in every respect.  
Free delivery any distance.

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MILK COOLER

Rolls-Royce quality at Ford prices! A genuine tubular, high pressure milk cooler of the type endorsed by all authorities. Easily cleaned. Sanitary. Built of copper and bronze throughout. Nothing to rust or wear out. Made in two sizes.

ORIOLE coolers are made in two sizes. Size A cools 35 gallons of milk an hour and is priced at \$34.50. Size B cools 50 gallons an hour and is priced at \$40.50. Both sizes consist of 1 1/2" diameter seamless copper tubes spaced so that cleaning between them is easy. A lip, formed into the tubes when made, runs along their under side, providing a guide for the flow of milk from one tube to the next. The water flows through these V-shaped flanges as well as the balance of the tube interior so that all possible cooling surface is utilized. This space is "dead metal" on other tubular or corrugated coolers.

Troughs are removable without tools. Reservoir, troughs, and all other parts have only smooth, round, tinned surfaces—no square corners.

The Oriole is guaranteed without restriction against imperfect workmanship or materials and to withstand without leakage a pressure of 75 pounds to the square inch. Ask us for FREE Bulletin No. 90.

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## "The Only Way to Appreciate the New De Laval Magnetic Milker Is to Own One"



ABOVE: The large modern barns which house the Sunny Meadow—Caum Guernsey herd.



—says superintendent of noted Pennsylvania Guernsey Dairy

Below: The De Laval Magnetic Milker installation at Sunny Meadow—Caum Guernsey Dairy.

The Sunny Meadow—Caum Dairy Farm is located in the hills of Central Pennsylvania, between Altoona and Tyrone. A splendid herd of 50 Guernseys is maintained there and is milked entirely with the De Laval Magnetic Milker.

Mr. R. J. Perry, Superintendent, writes: "The only way to appreciate the new De Laval Magnetic Milker is to own one."

There are many other Pennsylvania dairymen who feel the same way about it. Doubtless some of these users are neighbors of yours. They will be glad to confirm the opinion set forth by Mr. Perry and they will explain that the De Laval Magnetic is a saver of valuable time and labor.

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# INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE  
West Chester, Pa., and Philadelphia

Vol. XI

ASSOCIATION, Inc.

No. 4

### Inter-State Directors Hold Bi-monthly Meeting

The regular bi-monthly meeting of the Board of Directors of the Inter-State Milk Producers' Association, was held at the association headquarters, Flint Building, Philadelphia, Pa., on July 24th and 25th, 1930.

Officers and Directors attending the meeting included: H. D. Allebach, President; Frederick Shangle, Vice President; Robert F. Brinton, Treasurer; F. M. Twining, Asst. Treasurer; I. Ralph Zollers, Secretary; August A. Miller, Assistant Secretary and the following directors: S. K. Andrews, Dorchester County, Md.; J. H. Bennett, Lebanon County, Pa.; Ira J. Book, Lancaster Co., Pa.; E. H. Donovan, Kent County, Del.; E. Nelson James, Cecil Co., Md.; J. W. Keith, Queen Anne Co., Md.; H. I. Lauver, Juniata Co., Pa.; S. Blaine Lehman, Franklin Co., Pa.; A. R. Marvel, Talbot Co., Md.; I. V. Otto, Cumberland Co., Pa.; J. A. Poorbaugh, York County, Pa.; C. F. Preston, Chester Co., Pa.; Albert Sarig, Berks Co., Pa.; John Carroll Sutton, Kent Co., Md.; C. C. Tallman, Burlington Co., N. J.; R. I. Tussey, Blair County, Pa.; Harry B. Stewart, Huntingdon Co., Pa.; S. U. Troutman, Bedford County, Pa.; F. P. Willits, Delaware Co., Pa., and A. B. Waddington, Salem Co., N.J. In addition to these directors, the Field Representatives of the Inter-State Milk Producers' Association and the Field Representatives of the Philadelphia Inter-State Dairy Council attended the meeting as did also Charles Whittaker, Huntingdon County, Pa., as a guest of the Directors of that county.

The minutes of the previous meeting of the directors and of meetings of the Executive Committee, held since that meeting were read by secretary Zollers and were approved by the Board.

The report of the Treasurer, Robert F. Brinton, was also presented and was approved.

Frederick Shangle, chairman of the Annual Meeting Committee, made an informal report as to the plans and programs for the next meeting, which will be held in Philadelphia, November 18, and 19, 1930. Plans are under way to make this the biggest and best meeting that the association has ever held. Further detail will be printed in a later issue of the Milk Producers' Review.

Unfinished business included reports by Frank P. Willits, relating to the status of the ownership of the Temple of Agriculture, Washington, D. C., the headquarters of the National Milk Producers' Federation and other National Agriculture bodies in that city.

Secretary Zollers made a general report as to activities of the association, particularly in connection with its general clerical work and etc., including the progress of the new work of setting up its local organization in the field, which has been progressing satisfactorily.

F. M. Twining, director of the Field and Test Department of the Association, outlined the work of that Department. In the past six months over eight hundred new members have been added to the membership rolls. The general program of the department in connection with the

(Continued on page nine)

## WHY Do We Urge

THE USE OF

## More Butter

HERE ARE

## Three Reasons

### FIRST—

BECAUSE IT'S HEALTHY.

### SECOND—

BECAUSE IF YOU USE REAL COW'S BUTTER YOU WON'T USE ANY OTHER SPREAD.

### THIRD—

BECAUSE IT WILL HELP REDUCE THE HEAVY SURPLUS OF BUTTER NOW ON THE MARKET.

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#### Bovine TB Declines

A steady decline in the prevalence of bovine tuberculosis in the United States has taken place in the last few years as a result of the cooperative campaign to eradicate the infection, the United States Department of Agriculture reports. The average infection among cattle, for the entire country, is now 1.7 per cent, whereas in 1922 it was 4 per cent.

On May 1, 1930, there were 946 counties officially designated as "modified accredited areas," also 42 towns in Vermont, indicating that these areas are practically free from bovine tuberculosis.

## Iowa Impressions

R. W. Balderston, General Manager National Dairy Council

"My fifteen year old daughter and I cultivated over 75 acres of corn by using two-row cultivators last year and we will do it again this year." Thus does the Iowa farmer make use of modern labor-saving machinery and thus does he overcome the difficulties of this present economic situation. With comparatively level land, with straight parallel roads and division fences and now with larger scale machinery, a farmer and his family care for the 160 acre farm without hired help except for one or two weeks in hay and grain harvest. This seems to be quite the rule, and on this farm of 160 acres, he grows perhaps 80 acres of corn, 40 acres oats and has 40 acres in grass for hay and pasture. His tools include the gang plow, the two-row cultivator and the tractor and four-horse hitch. These do his heavy work driven by his children and himself. As this farmer said to me, "Ruth can run the two-row cultivator and not get as tired as I used to be after working on our old two horse ones that required so much muscle to guide around." And boys of fourteen operate tractors and four-horse harrows with ease. This doubling of production per man was the Iowa's farmers answer to the shortage of man power in the war. It has been his answer to the high taxes, high wages and high land values and low crop and farm product values since the war. But why begin to discuss the problems of the American farmer when all that is supposed to be included in this article is an account of a recent visit to some farm homes in eastern Iowa.

The closely clipped blue grass along the state highways is perhaps the first characteristic of Iowa scenery that attracts the eye of the farm trained Pennsylvanian on crossing the Mississippi from Illinois on the Lincoln Highway or "No. 30" as it is now more commonly called. Much Iowa soil is black and sticky and water stands over the country every spring. So the highways have deep gutters to carry this surplus water and drain the roadbed. Between this deep gutter and the pavement is a shoulder of soil meeting the roadbed with a rounded curb. This shoulder, the gutter and the roadside beyond all covered with well trimmed blue grass make a clean cut, neat picture as it unfolds ahead for miles and miles and betokens a well-ordered, thrifty countryside. I asked the purpose of the peculiar construction of this roadbed, knowing that there must be sound reasoning behind it. I found that at first the state sought to protect the autoist from slipping into the very deep steep side ditches by erecting guard rails and fences on both sides of the road. This necessitated almost continuous fencing for miles and when skidding autos struck these fences in March and April the posts would give away and the auto land in the ditch just the same.

The new construction (see diagram) has proved to be safer, is more sightly and



Horse (left) Cow Barn (right) on farm near West Branch, Iowa

they are now quite generally housed in an ell to the barn as shown in illustration or a new dairy barn is erected nearby. Eastern Iowa agriculture is essentially animal industry. In the beef farming sections of the state the practice varies. Some farmers keep some cows of one of the beef breeds, from which to get calves to grow into beef cattle. Some of these cows may be milked and the milk separated, the cream being sold for butter making and the skim milk fed on the farm. Others buy each year cattle grown further west and fatten them on the corn, oats and hay for which Iowa is justly famous. Or a farmer will raise some feeders and supplement this number with purchases. These beef farmers will keep hogs to "follow the cattle" and many have a flock of sheep as a sideline. Dairying is supreme in northeastern Iowa. Here are located many of the co-operative creameries, because these require a liberal supply of nearby milk for



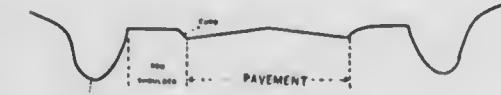
Barn and Cow Stable, C. Bechtelheimer Waterloo, Iowa

successful operation. However, there are many of these creameries all over the state and cream is shipped by rail and truck from all parts of the state to the "centralizers" and other independent creameries. Iowa stands second in butter production among the states of the Union.

Very many of the dairy herds show predominance of Guernsey, Jersey or Holstein blood. Many purebreds of these breeds are seen and there are more Brown Swiss than in most dairy sections. But many pounds of butter are still made from the milk of cows that show their descent from the beef breeds. Dual purpose animals were formerly quite popular but are gradually giving way to the more productive dairy breeds.

In Iowa the easterner misses the bubbling springs and babbling brooks that characterize the landscape of New England and the middle Atlantic states. The farmers miss them too, water for the stock being pumped from wells. Since this well-water is generally quite "hard," rain-

(Continued on page 8)



very much cheaper. Since water actually falling on the pavement can only get to the gutter thru certain grating covered culverts, every rainstorm makes the road a small river. A few inches of water does not interfere with driving, however, and the curb-shoulder at your right makes you feel much safer when driving near the edge of the pavement. You know that it will turn your wheels back from the soft treacherous soil and deep gutter beyond.

(Continued on page 8)

## The American Institute of Cooperation Holds 1930 Session at Ohio State University

The 1930 session of the American Institute of Cooperation was held at the Ohio State University, Columbus, Ohio, with academic sessions running from June 16th to July 23rd, 1930. The general sessions were held July 7th to 12th.

There was a large attendance at the general sessions during which every phase of cooperative marketing was discussed. A number of the members of the Federal Farm Board were in attendance and participated in the study of the various agricultural problems.

The sessions of the American Institute of Cooperation again afforded an opportunity for those cooperatively minded to discuss, first hand, the various problems, many of vital interest to the agricultural industry throughout the United States.

Community conferences were held each afternoon from July 7th to July 11th. These included separate sessions devoted to the problems of cooperatives handling dairy products, livestock, grain, fruit and vegetables, purchasing of supplies, poultry and wool.

College courses for which credits will be granted by Ohio State University, extended from June 16th to July 23rd. Many of these courses were taken for four weeks of credits at the option of the students.

### The Cooperative Marketing Courses Attended by J. Thornton Plumber

"Would the farmers of today be better off if there were no extension men or anything of that kind?" Some stated that farmers would be better off if there were no County Agents. The farmers who were better off would be better, but the poor farmers would be worse off. It was stated that the chain stores were a menace, but if they helped the poor people along there could not be a law against these chain stores.

Live Stock Organizations are very well organized. They have done a great deal for the men in the country and the city market. The live stock organizations have a number of organizations which are very much overlapping.

Dr. C. W. Fay is one of the most dynamic men in cooperating. He stated that the history of Co-operation started in England in 1850 the age of Industrialism. Men worked in factories, but then decided to educate their children and everyone to work cooperatively. There was quite a discussion on wheat crops.

In Canada about 140,000 members cratered 750,000,000 bushels of wheat. All men in politics were from town, but last year the Province campaign had 40 men on the board and other industries had only 20. Done great deal in helping cooperative organizations. Dr. Fay said the Board made quite a few mistakes last year. They gambled in market.

Dr. Taylor of the University of North

### Some Impressions of the General Meetings

By I. R. Zollers

W. F. Shilling, member of the Federal Farm Board said the Farm Board aimed for better cooperatives. It gave producers greater advantage on market. He stated that the Farm Board made loans to cooperative organizations to the amount of \$15,000,000. We hope they will use this to a good advantage. If their object was to stabilize markets the money was well spent and well taken care of.

Don H. Guyer, General Manager of the Pure Milk Company of Chicago, Ill., said, Cooperatives must learn from Big Business, he said, Cooperatives cannot go along any longer trying to work singly and alone. Dairy industries and associations must do business in the same way. He pointed out facts due to Big Business consolidated, we see many results why smaller cooperative milk organizations will have to combine, if they would succeed.

H. B. Burning, Secretary of the Cincinnati, Ohio, Pure Milk Association, brought out the fact that before farmers were organized, they had nothing to say. The dealers word was law, but today with

(Continued on page 3)

(Continued on page 3)

### Milk Sales by Weight Found Most Accurate

Production records in New Jersey, based on volume of milk produced have long since been discarded by most dairymen. Such records had been found incorrect for many reasons. First, there was the inconvenience of measuring the volume; second, the milk would froth or foam when being drawn; and third, there was difficulty and expense in obtaining and maintaining an accurate receptacle which would not break or become misshapen, with a consequent decrease in capacity.

Despite these long recognized facts, some creamerymen and farmers continue to buy or sell milk with the 40-quart can as their measure, reports H. H. Tucker, New Jersey State creamery inspector. He further states that many farmers who are selling by weight expect every can to weigh out 40 quarts or 86 pounds regardless of the condition of the can. A new 40-quart can that has not been dented will, as any dairyman knows, hold 86 pounds of normal, cold milk. What many dairymen fail to realize, however, according to Tucker, is that a small dent in the side or bottom of a milk can will reduce its capacity by one or more pounds. This will account for many cans of milk which do not hold a full 40 quarts.

"We also find that milk will expand when warmed and contract when cooled," Tucker explains. "This accounts for the fact that a can full of warm milk will not weigh as much as the same can full of cold milk, and that a can filled with warm milk will not be full when the milk is cooled. Furthermore, foam or froth on milk may be as deceiving in a 40-quart can as in the milk pail. In the final analysis, therefore, no one may expect 40 quarts or 86 pounds of milk from a 40-quart can unless they have full measure cans, without dents or depressions in side or bottom, filled with cooled, normal milk."

Editor's Note:

The Inter-State Milk Producers' Association, in the early years of its organization advocated this policy of practically 100% of the milk produced under the Inter-State Plan in New Jersey, Pennsylvania, Maryland, Delaware, and West Virginia, has been purchased and paid for on the per pound basis.

### Farm Wages Decline

A two per cent decline in the index of the general level of farm wages from April 1st to July 1st, is reported by the Bureau of Agricultural Economics of the United States Department of Agriculture. This decline, in sharp contrast to the usual seasonal farm wage advance of 6 per cent for the period, brought the index to the lowest July level record since it was first compiled in 1923. It is believed that this reflects the decline in business activity. At 160 per cent of the pre-war level on the first of this month, the index was 13 points lower than a year ago. All classes of wages, per month, and per day, with or without board, were lower throughout the country than a year ago.

The supply of farm labor on July 1st, was the largest reported by farmers in any month covered by available records.

Apparently unemployed industrial workers have turned to the country in search of a livelihood, and the reports indicate a supply of farm labor 103.4 per cent of normal. Last year, a supply only 92.3 per cent of normal was reported on July 1st.

On the other hand, owing to the low

level of prices of agricultural products,

farmers are tending to do as much of their own work as possible.

In consequence, demand for farm labor was reported at 81.4 per cent of normal on July 1st in comparison to 90.8 per cent a year ago.

## American Institute of Cooperation

(Continued from page 2)

out the fact that the members should be held more responsible with the work that is going on in the Association. Mr. Metzger also believes all those connected with the organization should know what the organization is doing.

Mr. McGuire representing Mr. Brant, President, Land of Lakes creameries, talked on surplus butter. The consumption of butter will increase if better quality is produced. Extensive fluctuations in butter prices should be prevented. It is very discouraging to consumers and producers if prices fluctuate violently.

F. F. Linzinger, Prof. of Agricultural Economics, Pennsylvania State College, spoke on the "Seasonal Regulation of Supply of Fluid Milk."

Mr. Sexauer, President of the Dairymen's League Cooperative Association, New York, made an address on "The Directors Work in Serving Members."

C. I. Cohee, Secretary of the Philadelphia Inter-State Dairy Council, talked about the Dairy Council work and what it is doing in Quality Control work.

Taken all in all the various experiences of agricultural cooperatives through the country, presented to those who attended many lessons as to what to avoid and what to follow, if your cooperative organization is to prove successful, not only in the marketing of your product, but in the development of membership programs and the necessities for cooperative work among the membership on the whole.

### Public Again Warned

Report that trichinosis has caused the death of three persons and illness of 30 other residents of Reading, Pa., recently has led the United States Department of Agriculture to renew its warnings against eating raw pork. In Reading the disease was the consequence of eating raw-pork sausage.

Trichinosis is produced by a minute, parasitic worm that infests the meat of swine without noticeably injuring the animals. This minute worm is taken into the human body by eating raw or undercooked fresh pork. In the human body these worms, or trichinae, produce a disease known as trichinosis, which somewhat resembles typhoid fever. Trichinosis is a painful and dangerous disease which does not respond to treatment. All fresh pork in whatever form should be thoroughly cooked to make it safe.

Leaflet 34-L, "Trichinosis," prepared by the United States Department of Agriculture to explain this disease and methods of avoiding it, is available free to anyone requesting it.

### Beware of Late Blight

Four inches of rainfall in July invariably indicates the coming of an epidemic of late blight on potatoes, say plant pathologists of State College. They urge growers to be alert in watching for the disease and diligent in the application of sprays to combat its ravages.

### Good Quality Pays

Quality products are profitable because they satisfy customers and get repeat orders.

### Kill Weeds Now

Weeds must be annihilated mercilessly even if the weather is too hot for comfort. Permit no weeds to go to seed in lawn or garden. Such prevention will save work and worry in the future.

## INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.

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under the Act of March 3, 1879."



The long continued hot weather spell is still with us and continued care must be observed to maintain a safe and sanitary supply of milk. Doing this means not only the continued use of milk by the consumer but saves your own monetary loss when your supply is rejected, because of bad flavor, odor or souring at the point of delivery.

Keep your cows udders clean, wash them before each milking, if necessary, and after milking cool the milk quickly. If your water supply is not cool enough to do this, use ice in the water.

The growth of bacteria, which among other things causes milk to sour or may give the milk a bad flavor, may be overcome by special care in keeping all milking utensils clean, and when we say clean, we mean CLEAN. One little spot not thoroughly clean may grow bacteria by the millions.

Now these words of caution don't mean a great deal to us. True they may slow down our consumption if the milk we buy from the lunch counter is not just what it ought to be—but the greatest loss falls on the individual producer, whose milk is rejected at the station and it becomes a loss to him, doubly so in that he has the expense of hauling the milk to the station added to the loss in sale value of the milk itself.

But all of these losses can be overcome by proper care in milking, cooling and transportation methods and they cost but little time and money.

Remember, clean healthy cows, proper milking methods, immediate cooling to a low degree of temperature, keep can lids open when milk is stored. Keep milk in a cool dry place and cover the cans while in transit, this will save probable losses by souring and also keep the milk and cans free from dust and dirt—and in the long run will save you money.

Reports of damage due to the recent drought, lack of rainfall, intermittent heavy wind storms and hail, have been quite general in many sections of the country and particularly in some parts of the Philadelphia area. In many instances pasture has been practically burnt up and some crop yields have been reduced by as much as 50 per cent.

Rainfall during the next few weeks may save a disastrous condition in some sections. Indications at this time point toward a short forage crop for cattle feeding during the coming winter.

In certain sections corn, vegetables and fruit have been seriously damaged by hail storms.

## MILK PRODUCERS REVIEW

August, 1930

## MARKET CONDITIONS

By H. D. ALLEBACH

During the heated season and particularly during the prevalence of flies, cows should be especially cared for, if the milk productive rate is to be maintained.

In addition to having free access to plenty of water during the summer, cows, when flies are bad should be stabled and the stable sprayed with some good fly repellent. While the spray may seem costly, it has been shown that its use means added returns, due to a larger milk productive rate.

Printed elsewhere in this issue of the Milk Producers' Review, our readers will find a statement as to the plan which has been agreed upon with co-operative buyers of milk, covering the plan which has been adopted for the establishment of basic quantities, under which payments will be made during 1931.

This plan does not vary materially from that under which we operated during 1930, but nevertheless, it will merit every reader's careful study.

### August Milk Prices

Under agreement with co-operative buyers, the price to be paid for basic milk during August, 1930, remains unchanged. Surplus milk during August, 1930, will be paid for under the agreement of April 25th, 1930, as will be noted below.

The price of basic milk, 3 per cent butter fat content, F.O.B. Philadelphia, for August will, subject to market conditions, be \$3.29 per hundred pounds or 71 cents per quart.

The price of basic milk delivered at receiving stations in the 51-60 mile zone, for August, 3 per cent butterfat content, will, subject to market conditions, be \$2.71 per hundred pounds, with the usual differentials and variations at other mileage points.

### SURPLUS MILK

Surplus milk shipped during August, will be paid for by co-operative buyers, on the average price of 92 score butter, solid packed, New York City.

### Surplus Milk Prices for August

Under conditions, both as to supply and demand, as well as unseasonable conditions as to consumption, together with the continued receding prices of butter, it was deemed advisable to continue the price of surplus milk on the same basis of payment during August as has prevailed in April, May, June and July.

The price of surplus milk for August will therefore be based on the basis of four times the average butter price for the month.

### Cold Storage Capacity

An increase of 60,748,260 cubic feet of refrigerated warehouse capacity in the United States over the two year period ending October 1, 1929, is reported by the Bureau of Agricultural Economics, United States Department of Agriculture, in its biennial survey of cold storage facilities.

The total warehouse space on October 1st, is placed at 728,594,833 cubic feet, an increase of 9 per cent as compared with the same date in 1927. There were 1,400 concerns operating these warehouses as compared with 1,323 concerns on October 1, 1927.

Uncle Ab says that most troubles can be met before they have a chance to start.

The exceedingly dry and hot weather has reduced the production of fluid milk in the Philadelphia Milk Shed during the latter part of June and July to quite an extent and we find our market today in very good shape as far as the supply goes. Although we still find the consumption, due to the Labor situation, had not increased much up to the present time. With this in view no conference has been called with the distribution to endeavor to increase the price of our surplus milk, bringing it back to where it originally was before the 20% was deducted and the August surplus price will be 4 times the score solid packed, New York butter without any additions. We realize that few of our producers will be effected by this ruling. We also realize that the price on butter and cream has not increased to a point where we felt it advisable to endeavor to put 20% at the present time.

At a conference held with the distributors on July 28th to discuss the Selling Plan for 1931, we adopted practically the same plan that was in effect for 1930, with a few minor changes. The most important change is that a new producer will get 70% of his average production in October, November and December, 1930, as his basic for 1931 instead of 80%, as was the case last year.

With the selling plan adopted for 1931 it is up to our producers to make good by not increasing their production this Fall much over their present basic amount, but we should be sure to keep his production up to his present basic amount or else his basic for 1931 will be below that of this year. We are hoping that with our efforts and with your help we may control production in this territory so that we can still hold our basic price even if our surplus price seems to be out of line at the present time, realizing that our surplus must be sold on the market in competition with the world's surplus.

### Butter Situation

The butter holdings in cold storage on July 1st was 126,727,000. This shows an increase of 14,765,000 as compared to the holdings of the same time one year ago. Comparing the holdings with the previous month we are getting somewhat nearer to the holdings of a year ago. This is very encouraging, but the producers, themselves must continue to use butter and advertise butter to the general public, if we expect to reduce this great surplus of butter that has accumulated in cold storage during the Fall of 1930 and the early part of 1930. Realizing that we producers made the surplus and we have a right to help to reduce that surplus by consuming butter instead of a substitute.

We are glad to announce that the price of butter is climbing up. The price of butter for July is considerably higher than that of May or June, and if this continues, our price of butter will again get back somewhere near where it was a year ago.

With the low price of other farm products, such as wheat, corn and oats, we believe that it is not advisable that our surplus price be too high at the present time so as to encourage any additional production, if we do, it will have some bearing on our basic amount for 1931 and if our basic amount gets too high, then naturally, we will have to reduce the price of basic milk, in order to discourage any additional milk, and thus take care of market conditions.

Some of the dealers are taking on new producers at the present time, who have been endeavoring to sell, on our market, all offered, but on account of unsatisfactory conditions were heretofore not able to take care of them. We also find some new producers who are trying to get in on the market on account of the price paid for milk. This is discouraging because it might upset our market conditions.

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of June, 1930:

No. Inspections Made ... 3,275

Sediment Tests ... 852

No. Permanent Permits Issued ... 270

No. Temporary Permits Issued ... 33

Meetings ... 3

Attendance ... 470

Reels Movies Shown ... 2

Man Days Fairs & Exhibits 7/2

Bacteri Tests Made (Plants) ... 67

No. Miles Traveled ... 30,986

During the month 117 dairies were discontinued from selling for failure to comply with the regulations—68 dairies were reinstated before the month was up.

To date, 166,638 farm inspections have been made.

Plant food taken from the land by crops can be restored in the form of fertilizers and soil-improving crops; but the materials of fertility removed by erosion can not be restored, for the simple reason that this washing process takes the entire body of the soil, plant food and all—H.H. Bennett soil specialist, United States Department of Agriculture.

Formulas for durable whitewash that will stick are given in the mimeographed Bulletin 35-W. It is free on request to the Mailing Room, Roberts Hall, Cornell University, Ithaca, New York.

August, 1930

## MILK PRODUCERS REVIEW

Page 5

## LATEST MARKET PRICES

July, 1930, Inter-State Prices at "A" Delivery Points

The price of "A" milk of any given butterfat content and bacteria count at any "A" milk delivery point may be ascertained by adding to the base price per 100 lbs. for 3.50% B.F. milk at that delivery point, as given in Table I, butterfat differentials and bacteria bonuses as indicated in Table II.

Table I—Base Prices at "A" Milk Delivery Points

NAME OF DELIVERY POINT	Delivery Point Location in Mileage	Minimum Butterfat Test Requirement in Effect at Delivery	Base Price of 3.50% Milk per 100 lbs.
Phila. Terminal Market	F.O.B.	4.00	\$3.49
47th and Lancaster	F.O.B.	4.00	3.49
Baldwin Dairies	F.O.B.	4.00	3.49
Breuninger-Dairies	F.O.B.	4.00	3.49

BASIC PRICE F. O. B. Philadelphia Grade B Market Milk Per 100 Lbs.	Price Per Qt.	COUNTRY RECEIVING STATIONS	
		July	MILES
3.00	1.20	Quotations are at railroad points. Inland stations carry differentials subject to local arrangements. Prices are less freight and receiving station charges.	
3.05	1.25		
3.10	1.30		
3.15	1.35		
3.20	1.40		
3.25	1.45		
3.30	1.50		
3.35	1.55		
3.40	1.60		
3.45	1.65		
3.50	1.70		
3.55	1.75		
3.60	1.80		
3.65	1.85		
3.70	1.90		
3.75	1.95		
3.80	2.00		
3.85	2.05		
3.90	2.10		
3.95	2.15		
4.00	2.20		
4.05	2.25		
4.10	2.30		
4.15	2.35		
4.20	2.40		
4.25	2.45		
4.30	2.50		
4.35	2.55		
4.40	2.60		
4.45	2.65		
4.50	2.70		
4.55	2.75		
4.60	2.80		
4.65	2.85		
4.70	2.90		
4.75	2.95		
4.80	3.00		
4.85	3.05		
4.90	3.10		
4.95	3.15		
5.00	3.20		
5.05	3.25		
5.10	3.30		
5.15	3.35		
5.20	3.40		
5.25	3.45		
5.30	3.50		
5.35	3.55		
5.40	3.60		
5.45	3.65		
5.50	3.70		
5.55	3.75		
5.60	3.80		
5.65	3.85		
5.70	3.90		
5.75	3.95		
5.80	4.00		



### The Milk Jug (The Kitten Speaks)

The Gentle Milk Jug blue and white,  
I love with all my soul—  
She pours herself with all her might,  
To fill my breakfast bowl.

All day she sits upon the shelf,  
She does not jump or climb—  
She only waits to pour herself,  
When 'tis my supper-time.

And when the Jug is empty quite,  
I shall not mew in vain,  
The Friendly Cow, all red and white,  
Will fill her up again.

OLIVER HERFORD.

### New Colors For Old Rag Rugs

There is a remedy for almost everything, even a rug that does not harmonize with its surroundings. Instead of enduring a faded rug which makes the whole room look shabby, or one whose colors are so bright and whose design is so conspicuous that it jars with any color scheme, try remedying matters by changing the color. Faded rugs or those which are poor in color or design may be dyed a shade which blends with other rugs, as well as the walls, curtains, and furniture.

Rugs may be dyed at home with any of the standard dyes. Clean and dampen the rug first, then lay it flat over newspapers to prevent the dye from staining the floor, and apply the hot dye with a scrub brush.



A Model Roadside Market Which Will Not Disfigure Your Front Lawn



Courtesy Cornell University

barrow painted green, full of sweet corn and tomatoes, or a more pretentious stand of permanent type, the stand itself will attract customers if thought be given to arrangement.

The woman operating the stand makes a good impression on customers if she presents a neat attractive, business-like appearance and has a pleasing manner.

Children are splendid little salesmen and the training they receive is excellent. They should receive a percentage of the sales for their help. They may be encouraged to produce for the stand. One little girl in another state earned \$300 in a single season for watercress she gathered and sold at a stand.

Of course a stand must be well located on a travelled road. A level stretch offering opportunity for the stand to be seen from both directions is ideal. Parking space on both sides of the road will allow

The modern small child's summer wardrobe contains a sun suit. During this season sunbaths help store up health as a protection against winter ills.

To give flavor to summer fruit beverages add fresh mint leaves bruised by twisting slightly in a cloth.

Green leafy vegetables wilt if allowed to stand in oil, so add the salad dressing just before serving.

Lining the garbage pail with paper and wrapping up garbage each time it is put in helps to prevent flies.

### In the 4-H Club Field

Two boys and two girls represented New Jersey at the fourth National 4-H Club Encampment held this summer on the United States Department of Agriculture grounds at Washington, D. C. The New Jersey delegation, with their leaders are shown as follows: from left to



New Jersey at the National Encampment  
right: Mary Leaming, Home Demonstrator, Camden County; George A. Wheaton, Cumberland County; Ida Amilia Hammell, Sussex County; Roger L. Merrick, Monmouth County; Erma Reddle, Warren County, and J. B. Turpin, Mercer County.

# HOME and HEALTH

## A Model Roadside Market

Nancy K. Masterman, Cornell University\*

The roadside market offers an unusual opportunity for an outlet for home products. During the winter months the home maker may make rugs, weave, make baskets or gift boxes for summer products. During the summer she can sell these and farm or garden produce which cannot be sent to the city for sale, the fruit and vegetables, for example, too few in number, too ripe, or too perishable for shipping.

The market also offers an outlet for the flowers of her garden, her jams and jellies, home baked goods, and surplus eggs. To be truly profitable the market must be kept in mind the year around and production planned and arranged for months in advance.

The small market must be, and can be very attractive. Whether it be a wheel-

### Plan Satisfying Meals For Picnics

Picnic meals may, with a little care and foresight, be made attractive even to conscientious objectors, according to the New York state college of home economics. An adequate and well-planned meal may be served over a campfire as well as at home and will be eaten with greater enthusiasm by the children.

The first requirement is satisfactory equipment. An elaborate picnic may be prepared on a portable stove, but it takes away from the informality of the campfire meal which is so attractive to all children and to most adults.

With this equipment many variations in the menu are possible. Meats may range from the humble frankfurter, which may be primitive broiled on the end of a pointed stick, to the aristocratic porterhouse steak, presenting along the way the possibilities of hamburg steaks, ham, bacon, mutton, lamb, and pork chops, or chicken previously cooked at home, which may be rolled in flour and fried for the picnic meal.

Potatoes may be baked in the coals, boiled, fried, or if previously cooked, they may be fried in bacon fat over the fire. Vegetables, either canned or fresh, are easily boiled and they are relished when accompanied by the accent of wood smoke. Mushrooms, onions, and tomatoes are delicious when fried and served with steak, chops, bacon, or eggs. Bacon is especially useful campfire meat because the fat may be used in the preparation of other dishes. At a seashore picnic vegetables may be cooked in the salt water, and for many persons they will require no other seasoning.

Salads have their place on a picnic as well as at home. Lettuce, celery, cucumbers, and other vegetables to be used in the salad may be carried in a glass jar. Milk, an important item, may be served in paper or tin cups.

### Favorite Receipts From Our Readers

#### Drop Cakes

2 c. sugar 1 1/2 c. milk  
3 eggs 2 c. flour  
2 tbsp. melted butter 1 tsp. bak. powder  
A little salt

Cream butter and sugar. Add to well-beaten eggs. Add dry ingredients which have been sifted together. Bake in little gem pans in a moderate oven.

MRS. P. LANUTI,  
R. D. Chester Springs, Pa.

#### One Egg Muffins

2 c. sifted flour 1 egg  
2 tsp. bak. powder 2 tbsp. melted butter

1/2 tsp. salt

1/2 tbs. sugar 1 c. milk

Sift dry ingredients. Add milk and well-beaten egg. Beat well and add melted butter. Bake in muffin pans for twenty-five minutes at 400° F.

MRS. BETTY HALDEMAN,  
Ludwig Corners, Pa.



### Kerosene a First Aid in Cleaning

Kerosene is first-aid to house cleaning, but, because it is highly inflammable, it must be used with care.

A tablespoonful or so in the water for washing windows cuts grease easily and leaves the glass bright and clear. For cleaning porcelain and enameled iron, in bathrooms, bedrooms, or kitchens, nothing is better than kerosene mixed with a little whiting or some fine commercial scouring powder. Here, again, kerosene cuts grease without marring the surface. A little kerosene in water helps the daily cleaning of tubs and bowls. No hard rubbing is necessary as this combination removes dirt and greasy stains almost like magic. The same mixture is good for washing painted woodwork. A cloth moistened with kerosene rubbed on the paint keeps the stove in good condition without the bad effect on pots and pans which stove polish has.

Dustless dusters also may be made by soaking clean cloths in a quart of water to which a tablespoonful of kerosene has been added and by letting them dry before they are used. Cloths so treated must be kept away from fire.

"Yes, I am a farm woman.

I live in the country and I love it.

As a farm woman I can have more complete companionship and partnership with my husband than I could anywhere else.

In the country my family can live in close fellowship than is possible elsewhere.

In the country each one of us is important to the community life instead of being lost in the crowd.

On the farm our work, both inside and out, is creative. And I, as a farm woman, have a share in the great task of putting agriculture on a sounder basis and in making rural life all that we want it and expect it to be.

Taking it all in all, I would rather live in the country and raise my family in the country than anywhere else.

Yes, I am a farm woman."

"FARMER'S WIFE"

A new and promising fumigant which may prove to be more satisfactory than carbon disulphide is ethylene oxide, a material discovered in the course of a search for better fumigants conducted by the United States Department of Agriculture. Preliminary tests with this gas have given encouraging results in the fumigation of dried fruits. It appears to be more effective, pound for pound, than carbon disulphide, and apparently can be used with greater safety.

There are 248 roadside markets in New Jersey, according to a survey just completed by the Department of Agriculture, in which the Agricultural Experiment Station co-operated in two counties.

### Philadelphia Inter-State Dairy Council

A co-operative movement established for the dissemination of information and publicizing the production and distribution of dairy products and their food value in nutrition.

Affiliated with the National Dairy Council

Gen'l Office, Flint Building, Philadelphia

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F. J. C. Cooley, Secretary

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LETTERING WORDS on his store window...telling the world about his bargain...is the man at The Store With the Checkerboard Sign! Perhaps this very day a Checkerboard carload of Purina Dairy Chows has rolled into town and he's offering the bargain to you!

The bargain of going directly to this car to get your winter's supply of feed with cash...to save hauling charges...warehouse charges...credit charges...items that are fair to add to the price of feed when your feed is delivered from the store on a charge account. But a bigger bargain than the price per ton is in store for you...it's the milk per ton! There's where your big bargain lies.

More milk per ton is the real story of Purina Dairy Chows...the real bargain that's in store for you...not only today...tomorrow...but any day you happen into town! These are the days when you're thinking about winter feed...thinking about bargains! Think of Purina Dairy Chows when you're ready to haul home your winter feed! Next spring you'll say it's the biggest bargain you ever laid on the barn floor! Look over the list of Purina Dairy Chows...you'll find one which suits you!

THE PURINA DAIRY CHOWS  
Purina Bulky Cow Chow  
Purina 20% Cow Chow  
Purina 24% Cow Chow  
Purina 34% Cow Chow  
Purina Bulky-Las  
Purina Fitting Chow  
Purina Calf Chow



### AT THE STORE WITH THE CHECKERBOARD SIGN

### Farm Home Stations

The National Farm and Home Hour is broadcast among others over the following stations associated with the National Broadcasting Company, between 11:45 a. m. and 12:30 p. m., Central Standard Time, daily except Sunday:

WRC, Washington; WBAL, Baltimore;

WJR, Detroit; WSM, Nashville; WSB, Atlanta; WBAP, Dallas; WJZ, New York;

WHAM, Rochester; KFKX, Chicago;

KWK, St. Louis; WRVA, Richmond;

WJAX, Jacksonville; WHO, Des Moines;

WBZA, Springfield; KDKA, Pittsburgh;

WBZ, Boston; WLW, Cincinnati; WFLA-

WSUN, St. Petersburg-Clearwater.

Slightly under-ripe fruits make the best fruit pickles.

### Philadelphia Inter-State Dairy Council

The various departments are at your service and will assist you in planning

### Educational Entertainment

for your Community, Local or Club Meetings. Lecturers, Speakers, Motion Pictures, Lantern Slides, Etc.

C. I. COHEE, Sec'y, 219 North Broad Street, Philadelphia

For safety can all non-acid food products, such as meat, fish, and vegetables which are not acid, under pressure. Uncle Ab says that a pat on the shoulder is generally more useful than a kick lower down.



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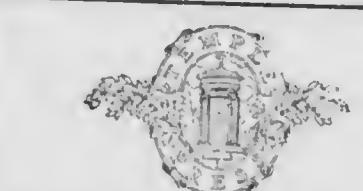
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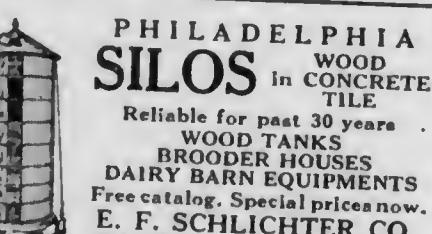
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FOR SALE—"SELECT DAIRY  
ALFALFA" Clover, Timothy and  
Clover Mixed. Delivered prices  
quoted. Prompt shipment. JOHN  
DEVLIN HAY CO., 192 N. Clark  
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A 20 per cent. decline of tuberculosis in  
market swine at the large meat-packing  
centers is shown by Federal meat-inspec-  
tion records. Eradication of tuber-  
culosis among cattle on farms where the  
hogs are raised is the chief reason for  
the improved condition of the hogs, of-  
ficials of the United States Department  
of Agriculture believe.

FARM RELIEF  
Of the Most Helpful Kind  
Rec O-Kelvinator

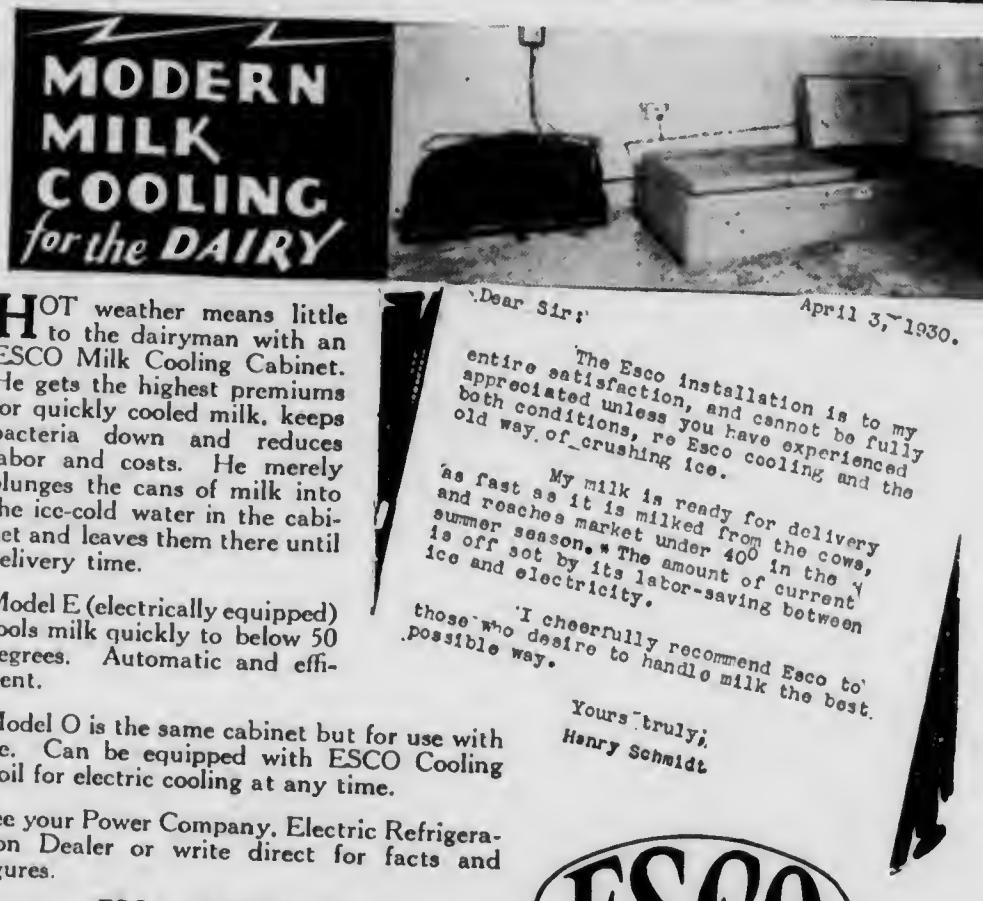
Kelvinator, the economical and long-lived electrical refrigeration with a record of unfailing performance . . . Rec, the Boiler Plate Cabinet, "Toughest and Cleanest ever Built for the Dairy" constructed by expert refrigeration engineers to meet all your milk cooling needs. Easily installed. Simply plug into the light socket.

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Division Refrigeration Corporation of Maryland  
Garrison Boulevard and Western Md. R. R.  
Baltimore Maryland



## HOLSTEIN CATTLE

FROM  
BRADFORD COUNTY'S CHOICE HERDS  
A good place to select foundation stock or dairy cows for Milking Herd—  
C T A record backlog.

All T B tested, mostly fully accredited. Some blood tested for abortion.  
Cows, Heifers, Heifer Calves, Bulls.

Apply to  
BRADFORD CO. CO-OP. HOLSTEIN FRIESIAN ASSOC., TOWANDA, PA.

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ELECTRIC MILK COOLING CABINET

Eastern States Farmers' Exchange

REAL WORK  
REAL FEED

Sweating under the strain of summer work, farm teams burn great stores of energy. Mowing, cultivating, hauling, harvesting—task after task and all of them real work. It isn't fair to improperly ration a working horse.

Ever notice how quickly the hired man leaves a place when he is poorly fed?

Your horses will probably stay by you and see you through those tough summer jobs more faithfully than would hired men, but you can improve their fitness for work, pep up their condition, give them wholesome, work-a-day rations and thereby improve their service to you. And don't think your team won't appreciate the attention to real feed?

Real feed! When it comes down to that, a daily ration of Eastern States Horse Feed fills the bill. Economical, properly balanced, high quality—it is all that a real feed for horses should be.

No matter what the feed may be, there are a few essential points which should always be considered. The one most important is to water frequently and feed regularly. Draft horses are more frequently over-fed rather than not fed enough. Do not increase a horse's feed just because it has an extra heavy day's work ahead. The work is done before the horse gets the benefit of the extra nutrients.

Reduce the feed over holidays or at any time when the horse is working only part of the time. A safe practice, which has always produced results among good horsemen, is to water the horses the first thing in the morning. Then give a limited amount of hay followed by one third of the day's grain ration. At noon time feed grain only, and at night the balance of the grain and hay.

Eastern States Horse Feed  
FOR HORSES ECONOMICALLY  
"Powered by Eastern States"

Eastern States Farmers' Exchange

A non-stock, non-profit organization  
owned and controlled by the  
farmers it serves

HEADQUARTERS: Springfield, Massachusetts

Compensation, Automobile & Truck Insurance  
Save Money by Giving Us Your Insurance

Our policies furnish Compensation protection as required by the Compensation Act. We protect the employer as well as his employees. We paid a dividend for 1928 of 18%. If interested, write for particulars.

I am interested in having Casualty Insurance for my help and protection for myself, 24 hours in the day. I estimate my payroll for the year  
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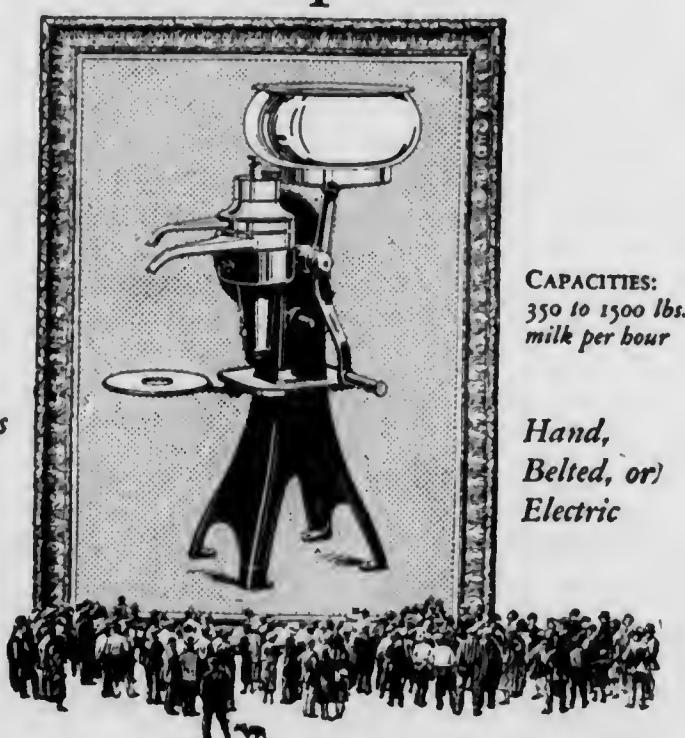
WE WRITE A STANDARD AUTOMOBILE POLICY. IF INTERESTED, FILL IN THE ATTACHED BLANK AND WE WILL GIVE YOU FULL INFORMATION

Name ..... Address .....  
Insurance Begins ..... 19 ..... Expires ..... City ..... County .....  
Business ..... Mfg. Name .....  
Type of Body ..... Year Model ..... No. Cylinders .....  
Serial No. Motor No. ..... Truck .....  
Capacity ..... Serial No. Motor No. ....

## Pennsylvania Threshermen &amp; Farmers' Mutual Casualty Insurance Co.

311 Mechanics Trust Bldg., Harrisburg, Pa.

We write insurance  
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Now We Can Show You the  
NEW McCormick-Deering  
Cream Separator

Ball Bearings  
at all  
High-Speed  
Points

CAPACITIES:  
350 to 1500 lbs. of  
milk per hour

Hand,  
Belted, or  
Electric

Yours truly,  
Harry Schmidt

Dear Sirs:

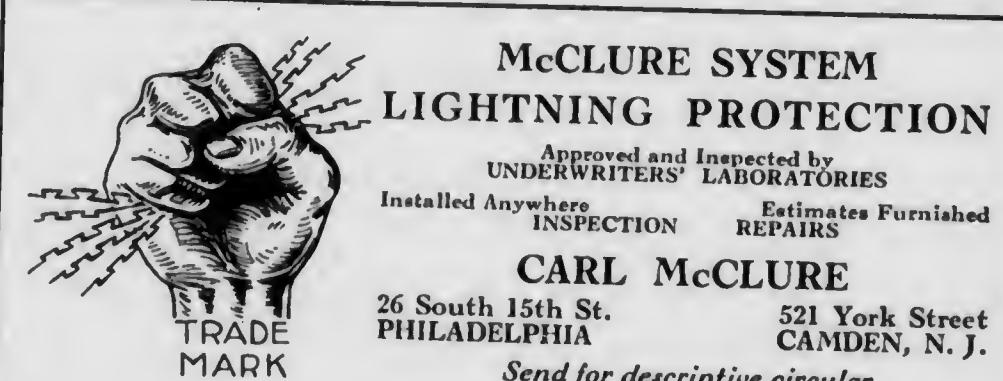
April 3, 1930.

The Esco installation is to my entire satisfaction, and cannot be fully appreciated unless you have experienced both old way of crushing ice.

As fast as it is milked from the cows, and reaches market under 400 in the summer season. The amount of current ice and electricity.

I cheerfully recommend Esco to those who desire to handle milk the best possible way.

Yours truly,  
Harry Schmidt

McCLURE SYSTEM  
LIGHTNING PROTECTION

Approved and Inspected by  
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Installed Anywhere  
INSPECTION Estimates Furnished  
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CARL McCLURE  
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Send for descriptive circular



NICE  
TRADE MARK  
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THE NAME TO GO BY—WHEN YOU GO TO BUY  
PAINT AND VARNISHES  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

## 10 Per Cent Discount

It is our endeavor to find out if the farmers who read this paper do actually take advantage of the discount that is offered to them from time to time.

Now for this month only we will allow a 10 per cent discount on all new water pumps installed by us if this advertisement is presented with the order.

CASH ONLY  
HARRY B. ARNEL & COMPANY, Inc.  
TRENTON, N. J.

Mention the Milk Producers Review when writing to advertisers.

You may have seen the Harvester Company's announcement of their New McCormick-Deering Cream Separator. We now have the first one in our store. The New McCormick-Deering Cream Separator has high grade ball-bearing equipment at all high-speed points. Its operation is the last word in light running ease and durability. A completely new bowl of skilful design, with a skim-milk regulating screw controlling

INTERNATIONAL HARVESTER COMPANY  
OF AMERICA  
Incorporated  
HARRISBURG

BALTIMORE

## Another De Laval Milking Development



Above: Three-Unit De Laval Magnetic Combine Milking System in operation on the U. S. Government Experimental Dairy Farm at Beltsville, Md. This was the first De Laval Magnetic Combine Milking System put into operation and it has been in daily very satisfactory service at this Government farm and has produced milk of low bacterial count.

The milk is conveyed through a sanitary pipe after milking into a large vacuum tank in an adjoining room. In this tank the milk can be cooled or pasteurized, as desired.



Above: Six-Unit De Laval Magnetic Combine Milking System in use at Purity Farm, near Pennington, N. J., the largest Certified milk producing farm of the Sheffield Farms Co. of New York. This outfit has given very satisfactory service and produces Certified milk of low bacterial count. The management estimates that it will be the means of raising at least ten acres over their former system of milking. With this outfit 60 cows can be milked per hour.

The milk is conveyed through the sanitary pipes, after milking, into an adjoining spray vat, after milking, the milk is run by gravity into the bottle filler. The milk travels less than 35 feet from cow to bottle.

## The De Laval Magnetic Combine Milking System For Large Herds and Special Conditions

THE latest De Laval milking development, which has created a great deal of favorable interest among dairy authorities, is the De Laval Magnetic Combine Milking System especially developed for milking large herds and for special conditions.

This outfit milks in exactly the same manner as the famous De Laval Magnetic Milker but differs in the manner in which the cows and milk are handled. With this system the cows are milked in a special room in which milking stalls are placed which will hold four, six, eight, ten or more cows, in multiples of two, depending on the total number of cows to be milked and the speed at which it is desired to milk them. One milker unit is provided for each two cows.

### Advantages of the De Laval Magnetic Combine

1. Special milking room provides a clean place for the cows to be milked. Cows do not need to be maintained in constant milking condition.
2. Cows come to operator and machine to be milked—instead of operator and machine going to the cows. Saves time.
3. One operator can milk from 30 to 40 cows an hour and record weight of each cow's milk.
4. Cows milked most efficiently with famous De Laval Magnetic method of controlled and uniform pulsations.

We will gladly send complete information upon request.

**The De Laval Separator Company**  
New York  
165 Broadway  
Chicago  
600 Jackson Blvd.  
San Francisco  
61 Beale St.

# INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS

West Chester, Pa., and Philadelphia, Pa., Sept. 1, 1928

No. 5

Cornell University,  
Ithaca, N. Y.  
Agr. Econ. Dept. is a part

### Milk in the Pail Labels the Cow

L. L. WAY

Cows are like men and women. Some are ambitious, hard-working creatures without a lazy bone in their bodies. Others are just plain loafers and figuratively speaking belong to the "Cracker Barrel and Soap Box Club" at the corner grocery store. They spend most of their time discussing politics and farm relief instead of working for a living or concentrating on filling the milk pail for their owner.

Why not keep only good hard working cows? Board only the cows that fill the milk pail.

Two methods may be employed to tell a good cow from a poor one. First—examine the cow and judge by certain shapes and characteristics whether or not she is a good individual. "Good points" (straight top-line, large middle, well shaped udder and other distinct marks) of shape and appearance almost always go with good milk production. A capable dairy cattle judge can usually tell a real good cow from a poor one, but even the best of judges are sometimes deceived.

The sure way to judge a dairy cow is to weigh her milk; keep a daily record of the amount she gives; test her milk to find out how much butterfat there is in it and keep a record of the feed she eats so you can tell whether or not your cow is paying for her feed with milk and butterfat.

Any farmer can do this for himself by the use of milk scales and the Babcock test. However, the best and most economical method to obtain these records on each individual cow in the herd is by means of the Cow Testing Association.

A group of twenty-six farmers get together, form an association and employ a tester. The tester will visit each man's herd one day in the month; take samples; test the milk; enter the records in your record book; advise concerning rations, and make other suggestions for more profitable dairying. At the end of the year the record book will show the actual total production of each cow in the herd.

Pennsylvania now has 90 Cow Testing Associations. This accounts for the fact that Pennsylvania cows are better than the average cows throughout the country. The state ranks seventh in number of cows, yet is fourth in the amount of milk production.

Why not eliminate your "loafer" cows through the Cow Testing Association? Cows in Pennsylvania Cow Testing Associations produce 3000 pounds more milk each year than the average cow in the state.

Get in touch with your County Agricultural Agent. He will be glad to assist you in working up an association in your community. The Dairy Extension Division of the Pennsylvania State College will also aid in organizing and in the selection of a competent tester.

"Fewer and better cows" is a good motto. One non-paying cow often eats up the profits of several good cows. Her disposal may more than pay your share of a reliable tester's wages. The riddance of other poor cows will increase your bank roll.

AND WE STILL REPEAT IT

## WHY Do We Urge THE USE OF More Butter

HERE ARE  
Three Reasons

FIRST—

BECAUSE IT'S HEALTHY.

SECOND—

BECAUSE IF YOU USE REAL  
COW'S BUTTER YOU WON'T  
USE ANY OTHER SPREAD.

THIRD—

BECAUSE IT WILL HELP REDUCE THE HEAVY SURPLUS OF BUTTER NOW ON THE MARKET.



D. K. ESTE FISHER  
(Continued on page 8)

Use Butter at Every Meal

**National Dairy Exposition**

The National Dairy Exposition will hold its Twentieth Annual Show at St. Louis, Mo., October 11th to 19th, 1930.

Here will again be shown many outstanding dairy cows, bulls and heifers, the leaders in the different dairy breeds. Individual cattle herds and groups of dairy herds will be shown for the leadership in their various classes. A total of \$25,000 in cash prizes and many special awards will be made. Premium lists are now available.

No important changes have been made in the classifications, except the addition of classes for bulls and heifer calves which are entered for the 1932 Futurity.

Judging will be conducted on the new plan which provides for an assistant judge who is to act as a consultant to the official judges. The new rules regarding fitting of animals and providing for inspection by the official Veterinarian of the Exposition will apply this year.

The completed program of judging is as follows:

Jerseys, October 14th and 15th, J. W. Ridgway, Ft. Worth, Texas, judge and C. H. Staples Baton Rouge, La., assistant judge; Ayrshires, October 15th and 16th, John Cochrane, Bernardville, N. J., judge, and E. W. Van Tassel, Wonotachee, Wash., assistant judge; Brown Swiss, October 15th and 16th, J. P. Eves, Des Moines, Iowa, judge and W. W. Yapp, Urbana, Ill., assistant judge; Guernseys, October 16th and 17th, H. H. Kildee, Ames, Iowa, judge and W. K. Hepburn, Anselma, Pa., assistant judge; Holsteins, October 16th and 17th, Axel Hansen, Minneapolis, Minn., judge and J. B. Fitch, Manhattan, Kans., assistant judge.

Entries in the 1932 National Dairy Exposition Futurity for calves born during the year ending July 31, 1930, total 314 head. Jerseys are first in numbers, with 33 bulls and 81 heifers entered by fifteen exhibitors. Guernseys are next, with 16 bulls and 69 heifers entered by fourteen exhibitors. Holsteins have 24 bulls and 51 heifers entered by eighteen exhibitors. The entry of Ayrshires, 7 bulls and 17 heifers and Brown Swiss, 6 bulls and 9 heifers, was low, but the entry in the other three breeds was up to the expectations of breed organizations and the National Dairy Association which are promoting the Futurity.

These animals will show in 1932 as 2-year-olds and the fees paid on them and their sires and dams will constitute a purse, after the fashion of similar futurities in the race horse world and elsewhere. The entered calves are eligible for special classes at the 1930 Exposition and again in 1931, for which prizes are offered by the breed organizations and the Association. Owners are not required to show in these classes unless they so elect, and the results do not affect the 1932 Futurity in any way.

Announcement of the conditions and entry forms for the 1933 Futurity, which is to be continued on the same general plan, are now being mailed to dairy cattle breeders. The only change over the first Futurity is that sires and dams are to be nominated before the calves are born.

In addition to the outstanding show of dairy cattle, there will be the largest show of dairy equipment and dairy appliances that has, heretofore, we believe, ever been exhibited in connection with the National Dairy show. Full details of these plans have not yet been announced.

The Show, on the whole, will be one that dairymen, in all sections of the country should not fail to attend.

Last year's show could hardly be excelled but it is planned by the managers of this year's Exposition that it is to be bigger and better than ever before.

**National Cooperative Milk Producers' Federation****Will Hold Annual Meeting in Des Moines, Iowa**

Announcement has just been made that the National Cooperative Milk Producers' Federation will hold its annual meeting in Des Moines, Iowa, November 6th, 7th and 8th, 1930.

Representatives of 317,000 farmers who are members of dairymen's Co-operative Associations will attend the annual meeting. These farmers are marketing annually nearly \$340,000,000 in dairy products through 49 different groups that are associated with the National Milk Producers Association. They are located in almost every county of the commercial dairy belt, from New England across the continent to the Pacific Coast.

Some eight hundred delegates are expected to attend the meeting. The program, according to Charles W. Holman, secretary of the Federation, will include addresses by National authorities and discussions of some of the pressing problems which are confronting the dairy industry.

There will also be sectional meetings of interest to the respective commodity divisions of the Federation and to various types of technical experts employed by the member organizations.

The National Co-operative Milk Producers' Federation is the oldest and largest trade association of cooperatives in the United States. It was formed in 1916 by eight fluid milk and cream marketing associations of which the Inter-State Milk Producers' Association was a part.

The Des Moines Cooperative Dairy Marketing Association will entertain the visiting delegates.

The Federation Headquarters will be at the Hotel Savery. The program will also include opportunity to visit the efficiently operated plants of the Des Moines association.

Further details as to the program and plans of the annual meeting will no doubt be available at an early date. In the meantime specific information may be obtained from Charles W. Holman, secretary, 1731 I Street, N. W., Washington, D. C.

**Ice Cream Production Increases**

Ice cream production continued to increase last year and reached a grand total of 365,488,000 gallons as compared with 348,046,000 gallons in 1928, according to estimates by the Bureau of Agricultural Economics, United States Department of Agriculture.

Inasmuch as imports and exports of ice cream are negligible, all of the production is assumed to have been consumed in this country. On this basis, the consumption per person last year was 3 gallons. Ten years ago, the per capita consumption was a little more than 2 gallons.

Greatest increases in production last year over the preceding year were recorded in March, April, June and September. The estimates include production in wholesale factories, retail shops and homes.

**Acre Produces 457.6 Bushels of Potatoes**

Dry and hot weather did not keep John Richter, of Duncannon, Pa., from again making the Keystone 400 Bushel Potato Club.

An acre of Irish Cobbler potatoes grown on his farm produced 457.6 bushels. Richter planted certified Maine seed in March. When graded, the potatoes separated into 423 bushels of first and 34 bushels of second.

**Science Big Factor in Dairy Progress\***

By O. E. Reed, Chief of the United States Bureau of Dairy Industry

**Profitable Utilization of Vast Quantities of By-products**

The future of the dairy industry depends largely upon the application of science to

dairying. A list of standards is in the comparative costs of electricity and ice for refrigeration.

Science will show us new and better methods. No other food commodity is so closely related as milk to health and general welfare.

There is need for more research work, not merely to promote the dairy industry, but to protect and promote public health.

Much scientific research and experimental work in dairying is under way at the State Colleges of Agriculture and Experiment Stations, in commercial laboratories, and in the United States Bureau of Dairy Industry. This bureau, which is principally a research organization, cooperates with other agencies in dairy research, and strives constantly to increase these cooperative relations.

In recent years research laboratories have made great progress in finding ways of utilizing profitably skim-milk, buttermilk, and whey, the by-products of butter and cheese. Mr. Reed said. He cited figures to show that vast and increasing quantities of these materials formerly wasted are being utilized commercially.

In 1918 the production of condensed skim-milk, used principally in baking, ice cream, and confectionery, was 54,000,000 pounds. The production increased by leaps and bounds until in 1926 it was 148,000,000 pounds. In 1918 the production of condensed buttermilk, used principally in baking, ice cream, and confectionery, was 12,000,000 pounds; in 1926 it was 86,000,000 pounds more than seven times as great. In 1918 the production of skim-milk powder, used in baking, ice cream, sausage-making, and calf-feeding, was 26,000,000 pounds; in 1929 the production was 147,000,000 pounds. In 1918 the production of casein, used chiefly in coating printing papers, was about 11,000,000 pounds; in 1926 it was nearly 17,000,000 pounds. In 1918 the production of crude milk sugar was about 3,300,000 pounds; in 1926 it was nearly 4,500,000 pounds.

In the dairy industry as in the other industries, Mr. Reed said, it may happen that by-products largely wasted or poorly utilized today will become main products tomorrow. Our dairy industry is striving to discover and make the most of its opportunities.

\*From an address made at the Ohio Agricultural Experiment Station.

**One-Half of Nation's Cattle T B Tested**

More than 27,690,000 cattle, approximately one-half of all the cattle in the United States, are now under supervision in bovine tuberculosis eradication work, according to the most recent Federal report. In addition cattle on the waiting list for the test numbered more than 2,000,000 as of July 1st.

The 12 leading states in total number of cattle under supervision, in order of their rank, are Iowa, Wisconsin, Minnesota, Ohio, Illinois, Michigan, Indiana, North Dakota, New York, Kansas, Pennsylvania, and Nebraska. Each of these states has more than a million cattle under supervision.

When considered on a country basis, 976 or slightly less than one-third of all the counties in the United States are now modified accredited, meaning that bovine tuberculosis has been reduced in these counties to less than one-half of 1 per cent. Pennsylvania has 31 modified accredited counties.

**Standardization of Farm Electricity Cools Milk Products Meets Model At Less Cost than Ice**

Needs Says Bureau

Ice or mechanical refrigeration is generally used to cool milk to the temperatures whereby foods, feeds and fibers are of around 50 degrees Fahrenheit required according to quality, has been an out for a high quality production. This facting development of modern A has given rise to an increased interest in agriculture. A list of standards is in the comparative costs of electricity and

ice for refrigeration.

Studies of both cooling methods reveal that initial costs are comparable, advises W. C. Krueger, New Jersey extension specialist in rural electrification. The ice house and storage approximate the cost of a refrigeration unit and box.

"Operation costs depend largely on the cost of ice and electric current," Krueger points out. "In New Jersey, the home storage of ice is costing farmers about \$3 a ton and, since 50 per cent

of the time is needed must be stored

to allow for melting losses, the ice actually used for cooling costs \$4.50 a ton.

"Using the tank costs 6 cents a hundred pounds additional, giving a total cost of 28 cents. From 27 to 30 pounds of ice are required to cool and hold a 40-quart grade. The standards meet the merchandising requirement of commodities according to quality, put them to the best use for which are suited. They also facilitate by providing a common trade

clature to designate quality.

Despite the increasing use of standardization, the Department of Agriculture says publication on the subject, that the still considerable discussion as to what it pays to grade agricultural products. The department points out that standardization is a means rather than an end itself. Whether or not the producer is compensated for the additional effort and expense involved in making classifications depends, says the department, upon his subsequent market practices and upon the trade demand standardized products.

"For example," the department says, "country merchant seldom establishes differentials for different grades when eggs from producers in very small. In contrast, large assemblers of eggs so that throughout the regular channels they may be bought and sold according to accepted commercial grade. As a general statement it may be said: the smaller the volume of business the likely it is that grading to generally recognized standards will pay. In large scale operations, however, standardization is now universally recognized as a requirement for success.

Broadly considered, the purpose of establishing standards is to facilitate the marketing processes. Farm products may pass through many hands moving from the centers of production to the wholesale markets. Many products are sold under contract for future delivery and a large part of the business is transacted at long range. It is essential that there be a common language to insure mutual understanding between buyer and seller. But it usually is neither necessary nor desirable in such commercial transactions to require, in minute detail, specifications as to each factor influencing product quality. A general grouping of product into grades of the same range is usually sufficient.

The purpose of the committee will be to better co-ordinate educational work where possible and to exchange information on membership relations among the members of the National Federation, which includes some forty milk producers' co-operatives, in as many primary milk markets in the country.

The committee will proceed to develop a membership program and has held its session in Columbus, Ohio, during the past sessions of the American Institute of Co-operation.

Members of the committee include the following:

A. H. Krah, Milk Producers' Association of Chicago; H. H. Rathbun, Dairymen's League Co-operative Association of New York; F. C. Warner, New England Milk Producers' Association of Boston; A. J. McGuire, Land O'Lakes Creameries, Inc., of Minneapolis; R. B. Melvin, National Cheese Producers' Federation of Plymouth, Wisconsin; I. Ralph Zollers, Inter-State Milk Producers' Association of Philadelphia, and H. B. Steele, Dairymen's Co-operative Sales Company of Pittsburgh, Penna.

**Provide Hay Crops**

Soybeans, oats and peas, Sudan grass and the millets are emergency hay.

These, soybeans are the best. They

are nearly equal to alfalfa in feeding value.

Wilson is the standard variety of Manchu is best for northern Pennsylvania.

**1931 INTER-STATE SELLING PLAN**

Effective October 1, 1930

INTER-STATE MILK PRODUCERS' ASSOCIATION, Inc.  
219 N. Broad Street, Philadelphia, Pa.

Memorandum of Conference held July 28, 1930.

Milk will be sold in the following classifications:

Basic and Surplus Under Such Conditions as Are Hereinafter Defined.

**ESTABLISHED BASIC QUANTITY**

Producers shall receive each month, basic price for their "Established Basic Quantity," as hereinafter defined.

**BASIC PRICE**

The basic price will be established, as heretofore, by conference.

**METHOD OF DETERMINING ESTABLISHED BASIC QUANTITY**

The established basic quantity for 1931 of each producer used during the first nine months of 1930 shall continue to be his established basic quantity during November and December, 1930.

The following provisions shall apply in determining basic quantities under the October, Inter-State Selling Plan to be used during 1931.

**OLD SHIPPERS**

The basic quantity of each old producer to be used during 1931 shall be established by adding together the three following items and dividing the sum thereof by three.

1. Established basic quantity used for 1929 payments.
2. Established basic quantity used for 1930 payments.
3. Average production made in Oct., Nov., and Dec., 1930.

**EXCEPTION**—The basic quantity for 1931 of any producer starting to ship during October, November or December, 1928, shall be established by adding together the three following items and dividing the sum thereof by three.

1. Average daily production times thirty made in Oct., Nov., and Dec., 1928.
2. Established basic quantity used for 1930 payments.
3. Average production made in Oct., Nov., and Dec., 1930.

**OLD SHIPPERS WITHOUT 1929 BASIC QUANTITIES**

The basic quantity for 1931 of any producer having no established basic quantity for 1929 payments, shall be determined by adding together the three following items and dividing the sum thereof by three.

1. Established basic quantity for 1930 payments.
2. Average production made in Oct., Nov., and Dec., 1929.
3. Average production made in Oct., Nov., and Dec., 1930.

**INITIAL TUBERCULIN TEST 1930**

Any producer whose cows undergo an initial test for tuberculosis during the year 1930 shall use as his established basic quantity during 1931 the higher of either, first, the basic quantity used during 1930, or second, the established basic quantity determined in accordance with the provision governing "old shippers."

**NEW PRODUCERS FROM JANUARY 1, 1930, TO SEPTEMBER 30, 1930**

Any producer starting to ship on or after January 1, 1930, establishing a basic quantity on a basis of 50% of the first thirty days' shipment or any other basic not above 70% of same, shall during October, November and December, 1930, receive basic price for 70% of his production in each of those three months. His established basic quantity for 1931 shall be 70% of the average daily production made in October, November and December, 1930.

**NEW PRODUCERS AFTER OCTOBER 1, 1930 UNTIL DECEMBER 31, 1930**

Any producer starting to ship on or after October 1, 1930, and prior to January 1, 1931, shall during October, November and December, 1930, receive basic price for 70% of his production in each of those three months. His established basic quantity for 1931 shall be 70% of the average daily production made in October, November and December, 1930, computed by taking the sum of his daily shipments dividing same by the number of days shipping and multiplying the quotient by thirty.

**NEW PRODUCERS JANUARY 1, 1931 AND UNTIL FURTHER NOTICE**

Any producer starting to ship after January 1, 1931, shall establish a basic quantity on a basis of 70% of his first thirty days' shipment.

**SURPLUS QUANTITIES**

Each producer is to receive the surplus price for that portion of his production in excess of his "

## INTER-STATE MILK PRODUCERS REVIEW

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Frederick Shangle, Advertising Manager  
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under the Act of March 3, 1879.



Evidently our readers are paying some attention to our repeated statements in the Milk Producers' Review, and apparently appreciate the value of good butter. We fully realize that "country butter" as is frequently obtained cannot always be classed as "good butter." Frequently such butter is the product of a number of individual producers, frequently the dealer lacks facilities for properly keeping the butter. He may lack a satisfactory icebox, and even good butter may deteriorate if not properly cared for and further yet the facilities of the housewife may not be such as to maintain the butter purchased in good condition.

Evidently a variety of factors are involved. One means of obtaining good butter is to buy it cooperatively from a reliable city butter dealer. Have the group purchase the butter, have it shipped to some central point and then gather it promptly—and more particularly than anything else care for the butter after it reaches your home. Keep it cool and free from contaminating odors and you may thus have butter that can be enjoyed by the entire household.

The Fourteenth Annual Meeting of the Inter-State Milk Producers Association will be held this year on November 18th and 19th. The meetings will be held in the Benjamin Franklin Hotel, in Philadelphia.

Every local unit of the Association should be represented by official delegates. Under the present plans of the organization one official delegate comes from any local having from 25 to 200 members and that all locals with more than 200 members shall be entitled to two official delegates. Official delegates attend the meetings at the expense of the association. These expenses include traveling expenses and \$2.50 for one night's lodging.

Locals should plan now for meetings to elect delegates and to discuss various programs for action at the Annual Meetings.

At an early date, blank proxy forms will be sent the officers of the various Locals for distribution among the members of the Locals who may be unable to attend the meetings, but if at all possible attend the meeting and see for yourself just what the association has done during the past year and what its plans may be for the future.

Your association is planning for the entertainment of the ladies accompanying the members and delegates. The Annual

Banquet will present the usual features. You will enjoy it as you will the general sessions of the meeting.

Make your plans to attend this meeting. It will be of extraordinary interest from many angles.

Agriculture is still effected by the recent conditions due to the lack of rainfall, which has been experienced this summer, not only in the Philadelphia Milk Shed, but throughout the country generally. In fact, conditions of the same character have been reported from abroad.

August rainfall has been light and spotty. Some few sections in the Philadelphia Milk Shed have been favored with moderate showers, but there has been little steady rainfall, the kind the growing crops need so badly.

Emergency rations will be necessary to feed cattle to keep them up to normal production and already some dairymen are planning to buy roughage in other sections where there has been a more liberal supply of rainfall.

At a meeting with the cooperating buyers in the Philadelphia Milk Shed it was agreed after an extended discussion that the basis of payment for surplus milk, to members of the association should again be based on our four times the average price of 92 score solid packed butter, New York City, plus 20 per cent.

For several months the basis of payment has been on the basis of four times the average flat price of 92 score butter, New York City.

While the price of this surplus milk has been relatively low owing to the low price of butter, producers who have been making surplus milk will, by this agreement, find a material increase in the price of September surplus milk. Just what this will be is difficult to say as it depends upon the range of butter prices during the month.

### September Milk Prices

Under agreement with co-operating buyers, the price to be paid for basic milk during

September, 1930, remains unchanged. Surplus milk during

September, 1930, will be paid for under the agreement of August 29th, 1930, as will be noted below.

The price of basic milk, 3 per cent butter fat content, F.O.B. Philadelphia, for September, will, subject to market conditions, be \$3.29 per hundred pounds or 7.1 cents per quart.

The price of basic milk delivered at receiving stations in the 51-60 mile zone, for September, 3 per cent butterfat content will, subject to market conditions, be \$2.71 per hundred pounds, with the usual differentials and variations at other mileage points.

**SURPLUS MILK**

Surplus milk shipped during September, will be paid for by co-operating buyers, on the average price of 92 score butter, solid packed, New York City, plus 20 per cent.

### More Butter, Eggs In Cold Storage

With a total of 7,106,622 pounds, more butter was reported in the 73 licensed cold storage warehouses in the Commonwealth on June 30, 1930, than on the corresponding date of any previous year since the

## MILK PRODUCERS REVIEW

September, 1930

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## MARKET CONDITIONS

By H. D. ALLEBACH

The production of fluid milk in the Philadelphia Milk Shed, during July, has been less than July a year ago. Consumption is also considerably less than it was a year ago due to the unsatisfactory labor situation. We also find that the amount of basic milk shipped by our producers in July, 1930, was about the same as that shipped in July, 1929, but the amount of surplus milk shipped was less. Our average weighted price, therefore, will be almost the same as July of 1929, even with our lower surplus price.

Due to market conditions several months ago we felt it advisable to take the 20 per cent from the surplus price for the month of February and continue that program until conditions changed. At a conference held on August 29th, with the distributor, it was agreed that, for the month of September the 20 per cent, will be added to the surplus price, believing that market conditions at present are such that they warrant this step.

We realize that there is a shortage of roughage for dairy feed in the territory, but we still believe that, in most cases, our producers will have enough to carry them on until the first of March.

I again want to caution you not to increase your production very much above your present basic amount this fall, as the consumption of milk continues low, and we are afraid it will not increase very materially during the remainder of this year on account of uncertain labor conditions. If we increase our production too far above last year, we may flood the market with milk and upset our present selling plan.

You will note that we are again printing the selling plan for 1931 in this issue of the Milk Producers' Review. Every producer should study this plan thoroughly and if there is anything in it you do not understand, do not hesitate to write to this office and we will be glad to explain the plan, more fully, if possible to you.

### Butter Situation

We are pleased to report that the holdings of butter in cold storage warehouses on August 1st, were lower than has been the case for some time and also that we showed a material decrease in holdings on August first, 1930, as compared to that at the same time in 1929.

We believe that the more general advertising of the value of butter as a food, not only in our own territory but in all sections where such campaigns have been in progress has been of value and has figured in the general increased consumption and consequently played its part in lowering storage holdings.

We feel and urge that this advertising program should be continued. We believe that the public and our milk producers as well, will be materially aided in the use of greater quantities of butter. Its liberal use will aid in keeping down surpluses and consequent heavy storage holding which as a rule have a depressing influence on the price relationship.

The price of butter during August showed a more or less steady increase. Solid Pack Butter, 92 score, New York City, on which the surplus price of milk is calculated, was at the month at 37 cents. In mid-month it had reached 39 cents and toward the close of August touched 40½ cents declining however at the end of the month to 40 cents.

records were first compiled in 1915, according to the Bureau of Foods and Chemistry, Pennsylvania Department of Agriculture.

Eggs in storage amounted to 24,288,532 dozens as compared to 18,725,197 dozens in 1929, an increase of approximately 33 per cent.

More poultry, game, beef, veal and mutton were in storage this year but less fish and pork, when compared with the record for June 30, 1929.

The figures for June 30, 1930, and the corresponding figures for the year previous are:

	1930	1929
Eggs in shell (doz.)	24,288,532	18,725,197
Eggs out shell (lbs.)	7,106,622	4,043,943
Poultry (lbs.)	2,797,932	1,676,833
Game (lbs.)	2,655,182	2,323,674
Beef (lbs.)	2,911,193	1,473,441
Veal (lbs.)	149,486	55,117
Mutton (lbs.)	260,955	243,682
Pork (lbs.)	4,062,770	4,850,133

No. Miles Traveled..... 30,096

During the month 97 dairies were discontinued from selling for failure to comply with the regulations—43 dairies were reinstated before the month was up.

To date, 170,032 farm inspections have been made.

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of July, 1930:

No. Inspections Made..... 3,394

Sediment Tests..... 873

No. Permanent Permits Issued..... 312

No. Temporary Permits Issued..... 12

Meetings..... 3

Attendance..... 510

Reels Movies shown..... 4

Bacteria Tests Made (Plants)..... 65

No. Miles Traveled..... 30,096

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### Philadelphia Inter-State Dairy Council

Gen'l Office, Flint Building, Philadelphia A co-operative movement established for the dissemination of information and publicity pertaining to the production and distribution of dairy products and their food value in nutrition.

Affiliated with the National Dairy Council

H. D. Allebach, President

C. C. Cohoe, Vice President

E. R. Johnson, General Secretary

R. J. Harrison, Jr., Treasurer

George J. Hauptflehr, Assistant Treasurer

AUGUST BUTTER PRICES 92 Score, Solid Packed		
Phil. New York	Chicago	
1 38	36	
2 38	37	
3 38½	37½	
4 38½	37½	
5 38½	37½	
6 38½	37½	
7 38½	37½	
8 39	38	
9 39	38	
10 39½	37½	
11 40	39	
12 40	39	
13 40	39	
14 40½	39½	
15 40½	39½	
16 40½	39½	
17 40½	39½	
18 40½	39½	
19 40	39	
20 40	39	
21 40½	39½	
22 41	40	
23 41	40	
24 41	40	
25 41½	40½	
26 41½	40½	
27 41	40	
28 41	40	
29 41	40	
30 41	40	
31 —	38½	

Uncle Ab says we keep whatever we use;

a hot stove and a lighted lantern are seldom stolen.

## MILK PRODUCERS REVIEW

September, 1930

MILK PRODUCERS REVIEW

Page 5

## LATEST MARKET PRICES

The basic prices, quoted below, for August, 1930, represent those to be paid by co-operating buyers for that month.

Surplus milk will be paid for under one classification. Class I, represented by the amount of milk in excess of the basic average, which will be paid for by co-operating dealers on the basis of 92 score butter, solid pack, New York City.

### PHILADELPHIA SELLING PLAN

INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding that it is net to the producers and that all buyers using it as a basis of payment to producers, shall in addition thereto make the following contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46½ quarts) of all milk purchased from any producer at prices listed herein.

(2) To the Inter-State Milk Producers' Association, 2c per 100 pounds (46½ quarts) of all milk bought from members of said Association.

(3) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46½ quarts) of all milk bought from other producers at prices listed herein.

The funds so received are used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed, for improvements and stabilization of market and for an educational campaign advertising the food value of dairy products.

The basic prices, quoted below, for August, 1930, represent those to be paid by co-operating buyers for that month.

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The basic prices, quoted below, for August, 1930, represent those to be paid by co-operating buyers for



## For Those Who Fail

"All honor to him who shall win the prize,  
The world has cried for a thousand  
years;  
But to him who tries and who fails and  
dies,  
I give great honor and glory and tears.

"Great is the man with a sword undrawn,  
And good is the man who refrains  
from wine,  
But the man who fails and yet fights on,  
Lo, he is the twin-brother of mine!"

—JOAQUIN MILIER.

Putting Children  
On an Allowance

With the opening of school the children will be getting into a new routine, and this is a good time to start them on an allowance as you've often thought of doing.

The United States Bureau of Economics recommends a simple method consisting of several envelopes—preferably stout manila for durability—one for each kind of expenditure. Two would be enough for a child at first, one marked "To spend" and one "To save for something nice."

Many parents give their children a few pennies each week when they are but four or five years old. When a child has learned to make change, to add or subtract small amounts, and can be sent to the store, he is old enough to have some money of his own to handle. The envelope system is a help until he can write his "accounts" in a book. Then he should be taught gradually how to find out what he has spent and what is left, how to save for definite purchases greatly desired for himself or for gifts, and ultimately how to manage larger sums which include personal money and money for definite uses such as "school," "carfare," and "lunches." A child who is old enough to ride on street cars alone is ready for a notebook system of accounts.

By the time a boy or girl is in the last grammar grade or ready for high school, a clothing allowance may be added and its use taught. This is a good time to introduce a check book. If the local bank



Mid-morning Milk Lunch at Burlington County Preventorium, New Jersey

does not handle accounts for minors, checks may be drawn on the parent up to the amount of the allowance and all transactions made as businesslike as possible. Poorly chosen purchases will occur from time to time, but after a little experience the child trained in this way can be trusted to handle funds intelligently.

## HOME and HEALTH

Feeding Camp Joy  
A Dairy Council Project

"Keep your sunny side up—up." And so the bursting chorus of children's voices rang out at Camp Joy, eight miles from Reading and almost in sight of the Blue mountains. Eight hundred feet high, and the air was pure and clean!

Turning children's sunniness up is a problem for such a health camp as the one run by the Reading Kiwanis Club in conjunction this year with the Philadelphia Inter-State Dairy Council.

Late in starting this year, due to a building program on this new camp site, 84 girls were kept for only two weeks and followed by the same number of boys for two weeks. But the program of camp in its healthful surrounding gave the 165 under-

Home Inventory Taken in  
Sussex County, Delaware

From Sussex County, in the State of Delaware, comes a most interesting story of the health survey made by the University of Delaware, through their Extension Service, and Miss Pearl MacDonald, State Nutrition Specialist.

We have long been familiar with agricultural surveys and their outlook, which gave for the year the probable grain or live stock production; but a survey of the homes and people and their health outlook is very rare.

In this age of health instruction we are looking at our children with a different understanding; the examinations of the school children of Sussex County by the County Health Doctor revealed some very



One of the New Cabins at Camp Joy, Reading, Pa., where City Children Build Health in Country Life.

privileged children, who were fortunate enough to be selected by the welfare agencies of Reading opportunity to come. They were given a good start and they went home happier, browner and fatter. Little cheeks filled out; eyes brightened for the simple excellent food etched its own story of achievement in those young faces.

The children were all weighed on arrival and out on leaving. Each detachment arrived in time for the mid-morning milk. Forty quarts were drunk each meal besides, so that the daily milk flow was about 160 quarts. One child remarked, "I've never had a chance at so much milk in my life."

Besides milk, at least one fresh vegetable was served daily, and always fruit and plenty of milk used in the kitchen. In fact, Camp Joy's gold mine was its dietitian who not only knew what to serve but how, so meal time was a very happy time in a clean, airy sunny dining room with windows on three sides.

A glance at the airy bunk houses, open on all sides, indicates at once the contribution of long hours of rest and sleep in clean fresh air.

The spring furnished best of drinking water.

An excellent nurse on duty at all times examined all the children and checked them for colds, coughs, temperature; for green apple misadventures, besides listing all defects.

All the children's teeth were charted with a view to correcting defects in a follow-up program this winter.

The gains were all the way from a half a pound to eight pounds.

(Continued on page 7)

## Women We've Met

Starting a Roadside Business  
Two Baskets of Tomatoes

Not long ago in Montgomery County, Pennsylvania we pulled the car up in front of a diminutive shed filled with all manner of home canned goods, fresh fruit and vegetables. A cheery little woman was greeting to indicate that as soon as she was finished with her present customer should have her attention.

In the meantime we studied the market's offering. Rows of jars of different sizes containing both fruit and vegetables, various kinds of pickles, preserves, jellies, and even the tiniest small white onions. Only one jar of course out just as a sample. Bunches of fresh clean carrots, beets, a basket of two onions, lima beans, besides peaches, etc. All of it on a small scale but everything in the pink of perfection.

Then Mrs. Alexander turned to talk to us. It was discovered that her business started on a chair across the road from her house with two baskets of tomatoes. When she found she was unknowingly violating a law in selling without a state license, she moved the chair home again, but decided to take out the license after all in order to be able to include a neighbor's honey among her articles.

Being located on a well-travelled place outside of Mayfair Village, Mrs. Alexander has found her business steadily growing. Now a real market house is under construction. It is being built far enough back from the road to have a circle drive for the convenience and safety of her customers. No longer will she have to carry everything into the house for safe keeping each night, as the new market will have drop windows and a door arranged in such a way that she can easily leave everything ship shape.

During the daytime, in time for sale, she is busy preparing fruit and vegetable to be canned during the evening. A twelve year old son is a regular right hand man in caring for the stand during vacation time. This past winter Mrs. Alexander took a correspondence course in canning from Pennsylvania State College, for "I just love to can," she says which is a good harbinger for her kind of canning. This fall she plans to enter some of her jars at local fairs. There ought to be prize winners among them!

Favorite Recipes  
From Our Readers

## Cabbage a la Roue

1 qt. cabbage  
1/2 pt. whipped cream  
1 c. pineapple or white grapes  
1 c. marshmallows  
1 tbsp. mayonnaise  
juice of one lemon  
1 tsp. of pineapple juice.

Chop cabbage fine and add other ingredients. Mix well.

• Mrs. Chas B. Proboscis  
Highstown, N. J.

## Frozen Hannah

1 lb. sugar  
1 orange  
1 qt. milk  
3 lemons  
Chill orange and lemon juice, without straining. Add sugar and lastly milk. Freeze.

• Mrs. Eugene Stapler  
Yardley, Pa.

September, 1930

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## Schools and Education

Dr. Hannah McK. Lyons

Today there are many types of schools and just as many types of education. No longer do we feel that every child must be pressed through the same mould at school. But here we will talk of only two types.

We of the country know that there is much of real knowledge to be gained on a farm. But never did we dream that the city child would be sent to the farm for schooling. They have seen what the country life has done for its children in solving many difficult problems, in building a self-reliance, a self-dependence, a desire and ability to care for one's self and one's family even through economic crises and these traits are desired for their own children.

In "The Survey," Elinor Goldmark tells us that six schools in New York City, and a vacation farm are cooperating for this experiment. Schooling outside of the schoolroom, formerly was only a matter of a last-day-of-school picnic; a hike in May for wild flowers, or a chestnut hunt in the fall; but now it is being tried in terms of from four days to a month and for this they are given credits as though for class room study.

In the spring and fall the school children, beginning with the sixth grade continuing down to the first, are taken into the country. There they watch or help with ploughing and planting, milking and churning, collecting and grading eggs, driving cows and seeing incubators hatching. These things become more than words and pictures in books to them.

The principal of one of these schools says, "At first the farm visits were designed to give a rich source of first class material for nature study; but it was soon realized that increased knowledge of birds and pollywogs was only one of the many results. Questions of sex in this simple environment were more direct and natural than when stimulated by movies and vaudeville shows. It broadens the whole outlook of the child. He is no longer content, for instance, to build New York with its markets or milk wagons, but now adds

its markets or dairy wagons, but now adds its farm and dairy whence the produce and milk began its journey. Their world has become a larger place and they are more at home in it."

Each expedition is prepared for the trip by special work in poetry, music and sketching; and afterward there is follow-up work of all sorts, including an exhibition, a special issue of the school paper and conferences with the parents regarding any special problems revealed during the stay on the farm.

The second type of school, the Junior High School, perhaps you feel is no longer a new thing. It has been tried and evidently not found wanting if we may judge by the fine new buildings being built on all sides. The abrupt jump from the old system from the elementary into the high school was the acid test for it often sent the pupil home so disgruntled that we became alarmed at the big numbers finishing elementary school and the small numbers finishing high school.

Taking a look into the future the educator saw the need of better trained brain and hand for the new needs of the changing times. Looking at the educational system he saw not merely a weak link but a gulf that must be bridged. Hence came the Junior High School with its three years of training.

Its program teams with such things as hold the interest of the adolescent. The laboratories of chemistry, of wood workers, of electricity, all present an interest new to the class room because they are doing living problems that must be used when out of school. One afternoon a week is Club Day and each child chooses his or

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LETTERING WORDS on his store window... telling the world about his bargain... is the man at The Store With the Checkerboard Sign! Perhaps this very day a Checkerboard carload of Purina Dairy Chows has rolled into town and he's offering the bargain to you!

The bargain of going directly to this car to get your winter's supply of feed with cash... to save hauling charges... warehouse charges... credit charges... items that are fair to add to the price of feed when your feed is delivered from the store on a charge account. But a bigger bargain than the price per ton is in store for you... it's the milk per ton! There's where your big bargain lies.

More milk per ton is the real story of Purina Dairy Chows... the real bargain that's in store for you... not only today... tomorrow... but any day you happen into town! These are the days when you're thinking about winter feed... thinking about bargains! Think of Purina Dairy Chows when you're ready to haul home your winter feed! Next spring you'll say it's the biggest bargain you ever laid on the barn floor! Look over the list of Purina Dairy Chows... you'll find one which just suits you!

## THE PURINA DAIRY CHOWS

Purina 20% Cow Chow  
Purina 24% Cow Chow  
Purina 34% Cow Chow  
Purina Bulky-Las  
Purina Fitting Chow  
Purina Calf Chow



## AT THE STORE WITH THE CHECKERBOARD SIGN

Home Inventory Taken in  
Sussex County, Delaware

(Continued from page 6)

her own club. It may be Dramatics, the Art Club, Cafeteria Club, Cooking or Budgeting Club.

From the Junior High School the road is not so difficult through high school because the mind appetite has been whetted to crave more of a kind of education that fits the real job when school days are past.

Does this effort and expense for a better training pay? If we think only of the economic side—statistics tell us that as a rule, high school graduates earn \$1.00 for every 72 cents earned by boys with merely elementary education.

Education, what is it? Most difficult of words to define. One says, "it is that which fits for life." While my Irish friend exclaims, "Begorra, it's that which puts a man on his job."

Do we believe that the greatest asset of the nation is her healthy people? Turning to the figures of the Metropolitan Life Insurance Company, we find that the average economic value of a human being under 2 years of age can be roughly placed at \$15,000. In 1925 the census of Sussex County gave 9897 cattle valued at \$550,000. In 1925 the census of Sussex County gave 9810 farm children whose value was \$147,150,000. Which group do you think received the most attention?

But Sussex County is solving her problem in the right way; by getting the information of conditions and the way to right them to the people, and while they are growing gardens they are teaching the "eight rules of health."

## Eastern States Farmers' Exchange

**Avoid Plant Food Leaching by Growing Cover Crops from Eastern States Certi-Seed**

There are several distinct advantages in using Eastern States seeds for cover crops. A cover crop, when turned under in the spring will add humus to the soil and when a legume is used, nitrogen taken by the plants from air is placed in the soil and made available to other crops.

In addition to helping avoid leaching of plant food, cover crops help to prevent washing and blowing of soil and loss of snow covering.

Cover crops may serve as an early pasture in the spring and they retain moisture for the use of later crops. As green manure replacing fertilizers they are worth twenty-five to fifty dollars an acre.

Wheat should be seeded before September 15, rye before October 15, and vetch before October 1. A combination of wheat or rye and hairy vetch may be seeded this fall to give all of these desirable results.

Now is the time to order Eastern States genuine Michigan grown Hairy Vetch for planting with Eastern States pure strain Michigan Rosen Rye or Eastern States Seed Wheat.

**Eastern States Certi-Seed "Grows into Profit"**

For information about Eastern States Certi-Seed write to the

## Eastern States Farmers' Exchange

A non-stock, non-profit organization owned and controlled by the farmers it serves

HEADQUARTERS: Springfield, Massachusetts

**Cecil County Dairy-men Hold Field Day**  
(Continued from page 1)

"Milk Market." He referred briefly to the formation and development of the Inter-State Milk Producers' Association. It has been successful and much of its success can be attributed to the loyal support of its membership. It is headed by men who have had a long experience in the business. In addition to marketing your milk it has done much in the way of educational work among its producers. Its check testing methods have been outstanding and of practical value to the dairymen. Its work in keeping the milk producer informed on market conditions has been carried on for twelve years through its publication, the Milk Producers' Review.

In its marketing methods it has developed the Philadelphia Selling Plan, based on supply and demand and carried out through its Basic and Surplus Plan. In the early days of its operation the amount of surplus milk often averaged to 35%. Under our present plan the usual surplus does not average over 10 or 11 per cent.



Quoits Pitching Contest

This Basic and Surplus plan, we believe, has been the means of maintaining an even level of production and an even level of prices. Mr. Shangle briefly outlined the Philadelphia Selling Plan for 1931.

In producing quality milk, we believe that we have advocated a production method which will tend toward greater consumption. We have to sell our product to the ultimate consumer and the better and more palatable that product is, the greater will be the consumption.

We are advertising your product in many ways, through the public schools, through motion pictures, women's clubs and at the same time we are trying to educate our farmers in economical production methods, through better breeding methods, better care in the production of their milk and proper feeding methods for their cows. Through these methods we believe that we are doing a work which is appreciated both by our producers, our consumers and by the buyers of our milk.



Visitors Automobiles parked on the Fisher Farm

# Choose the ration which makes best use of home grown feed

WITH hay in the barn, corn in the silo, and home grown grains besides, you are ready to what purchased feed you will need to supplement these home supplies.

Seven Amco Dairy Feeds, ranging from 12 to 32 per cent protein, give you a chance to supplement your own feeds adequately, yet without waste of protein, which is the expensive ingredient in purchased feeds. These feeds are mixed in Open Formulas, which publish the amounts as well as the ingredients.

Feed Amco 32% Supplement to make best use of your home grown grains. It will go farther and give better results, because it makes a complete, correctly balanced ration out of your own corn, oats, wheat, or barley. The necessary protein is supplied in a wide variety of ingredients, rigidly selected and freshly mixed.

Amco Feeds are mixed in accordance with the best available feeding knowledge. The open formula lets you buy intelligently. See your nearest Amco Agent for the favorable prices on these profit-making feeds.



Cow Judging Demonstration

It is very necessary that the water in cooling tanks be changed every day. In hot weather it is necessary to change it twice when cooling the evening milk in order to hold it at the temperature it comes from the well or other source of supply.

Clean cows, clean methods and clean milks are the principal factors in doing away with bacteria troubles.

For successful dairy operation we would recommend constant care and cleanliness in all production methods. A good cream line, safe and healthy cattle, clean flanks and udders of milking cows, freedom from objectionable odors, in fact the observance of all methods to insure good milking qualities of your milk. By observing these we believe that you will be paid by greater consumption and the public will gain by bettered health and increasing demand.

"Economic Milk Production" was the subject of an address by J. A. Conover, Dairy Extension Department, University of Maryland.

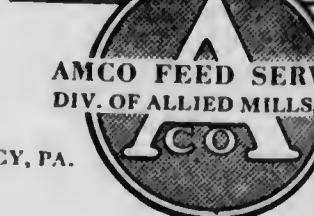
Mr. Conover said in part, that the economic feeding of dairy cows in this section of Maryland was a grave one. The long drought had badly damaged hay and growing crops. In many sections pasture was past recovery unless there was immediate abundant rain.

### Inter-State "A" Milk Price Standards\*

Shipper of Milk to Receiving Stations during the months of May, June, July, August, September, October, having an average bacteria count for the month of 10,000 bacteria or less, shall receive a bonus of 40 cents per hundred pounds, and a shipper with an average bacteria count of more than 10,000 and less than 50,000, shall receive a bonus of 25 cents per hundred pounds. During November, December, January, February, March, and April, the above bonuses shall be paid to those producers only, who have received similar bonuses during three of the previous six months above mentioned, provided that at least one of these three months be July or August. Producers, in addition to the above mentioned, if their average bacteria count for November, December, January, February, March and April for "A" milk bonuses as above described, shall be paid a bonus of 25 cents per hundred pounds for a bacteria count of 10,000 or less and 15 cents per hundred pounds for a bacteria count of more than 10,000 and less than 50,000.

Shipper of "A" milk to泰勒, having an average bacteria count for the month of an average bacteria count of more than 30,000 and less than 100,000, a bonus of 40 cents per hundred pounds, and a shipper with an average bacteria count of more than 100,000, a bonus of 25 cents per hundred pounds. During Nov., Dec., Jan., Feb., March and April, the above bonuses shall be paid to those producers only who have received similar bonuses during three of the previous six months above mentioned, provided that at least one of these three months be July or August. Producers, in addition to the above mentioned, if their average bacteria count for November, December, January, February, March and April for "A" milk bonuses as above described, shall be paid a bonus of 25 cents per hundred pounds for a bacteria count of 30,000 or less, and 15 cents per hundred pounds for a bacteria count of more than 30,000 and less than 100,000.

\*See page 3 for detailed prices.



DISTRICT OFFICE: MUNCY, PA.

September

1930

**Cecil County Dairy-men Hold Field Day**  
(Continued from page 1)

ctionable odors. In fact it must be better milk than that of years ago. It is by making quality milk that we can get our consumers to use it in greater quantities. From consumer surveys we have learned what the public wants and what it does not want and we must produce our milk to meet their demand. We must be careful of the feed we give our cows. Some feeds produce odors in milk which make it unmarketable. Garlic is one of the principal offenders. Wheat and rye as green feeds are objectionable as are also silage odors and weeds. Many buyers reject milk containing any of these odors.

Bacteria also affect the keeping quality of milk. Bacteria in milk grow, and growth can be retarded by prompt cooling and by maintaining the milk at low temperature. There are many different types of bacteria, and their source of contamination can be located by microscopic examination. Certain types of bacteria are indicative of dirty milking pens, others indicate udder troubles in the cow, others indicate lack of prompt cooling.

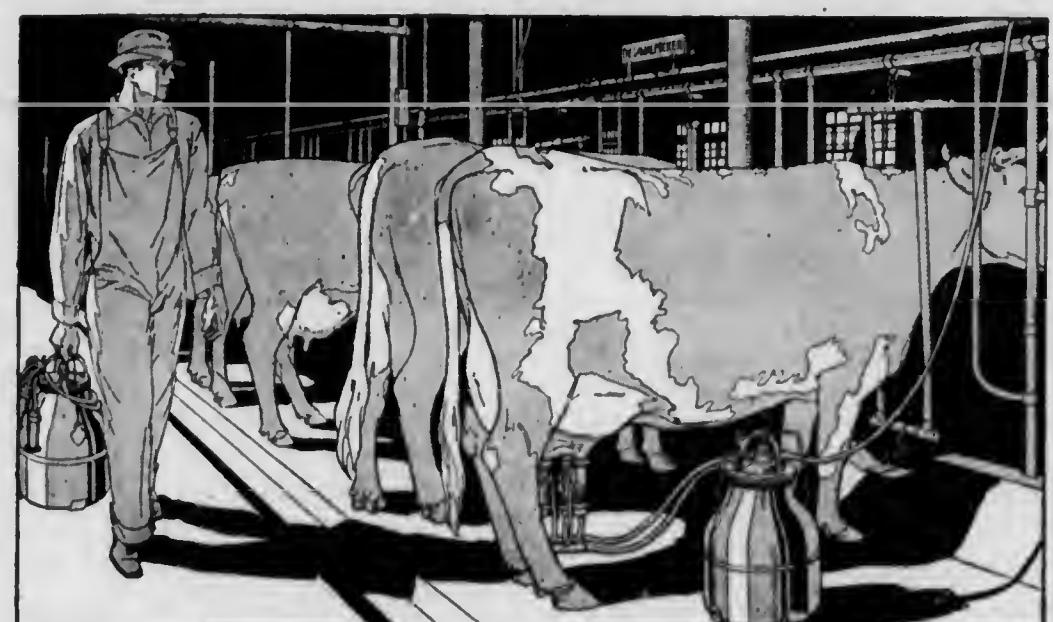
This immediate section of the county was suffering from the drought, but not as badly as some other sections of the State.

In some sections dairymen are feeding heifers and dry cows rag weed "hay." If the cows will eat it, it may be supplemented with grain feed. Feeds will probably be high and a supply should be bought now. Economical feeding programs today will probably be high and there are few sections in the state that will not be affected by it. The use of wheat up to 30 per cent of the grain mixture for dairy



Cow Judging Contest

# Machine Milking is Here to Stay—and the



# De Laval Magnetic is the World's Best Milker

NO equipment a cow owner can buy offers more opportunities for saving time and labor, for making a hard job easy and pleasant, and putting more profit into his business than does a good milking machine. It gives these advantages twice a day, 365 days a year.

The De Laval Magnetic Milker has demonstrated its superiority in the field of machine milking in a striking way. The proven De Laval principle of master pulsation control, now accomplished by means of magnetic force, gives absolute uniformity and regularity of milking—every cow milked at the same speed, in the same way, at every milking. No other method of milking offers this all-important feature to a comparable degree. In simplicity of installation and operation, in sanitation, in ease of handling, as in the better job of milking it performs, the De Laval Magnetic is outstanding—a fact proclaimed and vouched for by thousands of users.

For perfect milking, the saving of valuable time and labor, and the substitution of pleasure and satisfaction for drudgery, the De Laval Magnetic Milker is distinctly in a class by itself, offering new high standards of milking.

Outfits for milking one to 1000 or more cows. Operated either by gas engine or electric motor.

### The De Laval Utility Milker For the Low Price Field

The De Laval Utility Milker, designed for the lower price field, is a quality milker ideal for small herd owners with whom price is a limiting factor. De Laval Utility units operate on any single pipe line, a fact of importance to dairymen who want the advantages of De Laval milking, but who feel that they must retain a part of their original investment.

### Free Trial

You owe it to yourself and family to ascertain these important milker facts for yourself. The one best way to do it is to see and operate the De Laval Magnetic or Utility Milker. A trial places you under absolutely no obligation. See your De Laval dealer or write nearest office for complete information.

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**High Grade Dairy Cows**

in HIGHTSTOWN, N. J.

We handle all kinds of cattle

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a Specialty

All cows tuberculin tested and sold subject to a 60 or 90 day retest and fully guaranteed in every respect.

Free delivery any distance.

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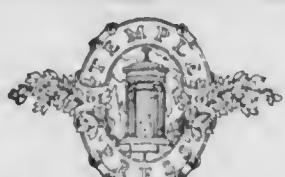
Phone 72 Hightstown, N. J.

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Double rooms - - 4.50 5.00 6.00LUNCHEON 60 and 75  
DINNER \$1.00, \$1.15, \$1.50

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**Horace F. Temple  
Printer**Bell Phone No. 1  
WEST CHESTER, PA.**Private Sale of Cows**

Registered Jerseys. Some with Gold and Silver medal records, due to freshen Sept.-Oct. Price \$75.00 to \$125.00. All are positive to blood test for Abortion, but have been for several years dropping full time living calves. Will sacrifice them for want of stable room to house two herds. For details write Box No. 78, Gillett, Bradford, County, Pa.

FOR SALE—"SELECT DAIRY ALFALFA" Clover, Timothy and Clover Mixed. Delivered prices quoted. Prompt shipment. JOHN DEVLIN HAY CO., 192 N. Clark Street, Chicago, Illinois.

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Reliable for past 30 years.  
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10 S. 10th St. Philadelphia, Pa.CRUMB'S  
Hanging  
STANCHIONS  
Also Water Bowls  
Hitch Posts  
Feed Carts  
Steel Stalls  
Steel Partitions  
Tell me what you are most interested in and I will SAVE YOU MONEY.  
Winthrop W. Dunbar  
Box 2, Forestville, Conn.**Report of the Field and Test Dept. Inter-State Milk Producers Association**

The following statistics show the average operations of all the Inter-State Milk Producers' Association field men in connection with testing, weighing and general membership work, for the month of June, 1930:

No. Tests Made.....	5441
No. Plants Investigated...	32
No. Membership Calls....	386
No. Calls on Members....	251
No. Herd Samples Tested...	477
No. New Members Signed...	178
No. Cows Signed.....	1405
No. Transfers Made....	20
No. Meetings Attended...	10
No. Attending Meetings...	531

**Crop and Livestock Report is Issued**

The 1929 crop and livestock report which gives by counties the acreage and production of the various field crops in Pennsylvania as well as the number and value of different classes of livestock, has been issued by the Federal-State Crop Reporting Service in cooperation with the Bureau of Statistics, Pennsylvania Department of Agriculture.

The publication carries a review of crop and livestock developments in the Commonwealth during 1929 and in addition, contains many interesting and valuable estimates on farm and farm home equipment.

The James Manufacturing Company, Fort Atkinson, Wisconsin, announces the purchase of the Drew Line Company, and has merged its business with that of the James Way Company. It is stated that the Drew Line equipment for farm buildings will be manufactured as now catalogued by the Drew Line and will be marketed through the James Manufacturing Company dealers throughout the country.

The names and trade marks of the Drew Line products will be continued it is said, as well as the manufacture of its products which will be continued by the James Manufacturing Company. All sales and service for both Jamesway and Drew Line will be handled by the James Manufacturing Company.

**4-H Club Team Wins State Judging Meets**

Central and northeastern Pennsylvania counties are represented by the winning teams of the annual Club Week judging contests at the Pennsylvania State College as announced by A. L. Baker, State Club leader of the College.

Huntingdon county's team, composed of Warren Shad, Eugene Eyer, and Henry Glass, won the dairy cattle contest in which 28 teams and 45 individuals competed. This team was awarded the Pennsylvania State Bankers Association cup. The highest individual score was made by Franklin Miller, of Union County. He received a medal for being the third best judge of Jerseys.

First among the 14 teams in the general livestock contest was the Dauphin county team composed of Paul Gates, Melvin Brandt, and Roy Koons. Twelve individuals also took part in the contest. Carl Nordberg, of the Cameron county team, was the highest individual in the contest. Gates, Koons, and Brandt ranked third, seventh and eighth respectively. They won the Pennsylvania Livestock Breeders Association trophy.

A total of 229 boys and girls participated in the various contests.

**with LARRO!**

Milk shortage—here is a new profit opportunity for you. Don't lose it. It is no time to gamble with unproved, untested feeds. You are facing a greatly revived market, and you need the best feed you can buy—you need Larro. Swing your herd into full and steady production on Larro Dairy Feed. Larro is the extra profit ration—the ration that maintains health and keeps the cows producing at their very best.

Now as always you want the ration whose splendid results will leave you more money after your feed bills are paid than you have ever enjoyed before. That's Larro.

THE LARROWE MILLING COMPANY  
DETROIT, MICHIGAN**Larro**FEEDS THAT DO NOT VARY  
FOR POULTRY • HOGS • DAIRY

Larro Family Flour best for Bread, Biscuits, Cakes &amp; Pies

**Good Whitewash Is Durable Paint**

Adapted for Rough Interiors Where a Sanitary, Protective, White Coating is Desired

There is no better paint made for rough interiors where a sanitary, protective, white coating is desired than a good whitewash, says R. C. Burnett, formerly of the Department of Rural Engineering, at Cornell University.

Whitewash, like any other paint, is composed of a pigment supported in a vehicle. Ordinary paint is made of pigment, which gives body and color, and a vehicle, usually linseed oil which also acts as a binder; in whitewash, some form of lime is used as a pigment, water is the vehicle, and a binder such as casein or glue is added.

'A good whitewash coating should not rub off when it is swept or brushed. It should be washable. It should be capable of sticking to a clean surface when subjected to the action of water for six hours and then dry to a dustless, hard coating.

It should contain a cheap, chemically inactive pigment, a binder that is insoluble in water, and if necessary a preservative.

A formula suggested by Mr. Burnett, figured on the basis of one hundred pounds of hydrated lime, includes in addition, fifty pounds of whiting, twenty pounds of casein, twelve pounds of trisodium phosphate, and six pounds of zinc sulphate.

Five pounds of this mixture should be mixed with one gallon of water. The ingredients should be thoroughly mixed by screening, for the coarser the materials used, the longer the paint must stand before it is applied. It is best to mix them the night before using, he advises.

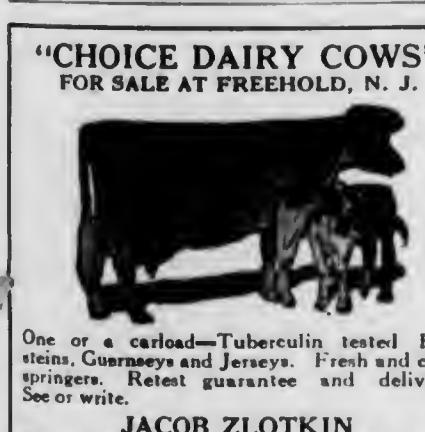
Other whitewash formulas and directions for mixing are printed in the free mimeographed Bulletin 35-W, obtainable from the Mailing Room, Roberts Hall, Cornell University at Ithaca, New York

**Dairyman**

According to recent reports the United States Civil Service Board will hold open examinations for dairyman not later than September 23, 1930. This position is to fill vacancies in the Indian Field Service.

The entrance salary is \$1560 a year less \$180 a year for quarters, fuel and light. Higher salaried positions are filled through promotion.

Full information may be obtained from the United States Service Commission, Washington, D. C.

**"Keep Bulls Confined," Says New Jersey Law**

The laws of New Jersey state that bulls must not be allowed to run at large beyond the boundaries of their owner's farms.

Dairymen need to be reminded of this statute, according to E. J. Perry, extension dairyman for the State Agricultural Experiment Station, who says that many bulls break through pasture fences and mingle with dairy herds on adjacent farms. Not only is it unlawful to permit this, but it also is an unsound dairy practice.

According to the law making it illegal for bulls to roam, "no person shall suffer a bull of the age of one year or over, whereof he is the owner or has the keeping, to run at large out of the inclosed ground of the owner or keeper . . . . A fine of \$25, plus court costs, is the penalty for violating this statute.

Commenting on the need for such a law, Mr. Perry says many New Jersey dairymen speak indignantly of the losses they have suffered as a result of neighbors' bulls breaking through fences and mingling with their herds.

"Frequently these roaming bulls are of inferior breeding," Perry asserts, "and dairymen should not speculate by raising the offspring of such sires. Where replacements for the herd are to be raised, only purebred bulls from high record ancestry should be used."

Further justification for this law, in the opinion of Mr. Perry, is found in the fact that a bull of one year or more must be regarded as a source of danger to all persons with whom he might come in contact.

Safety bull pens, equipped with exercise paddocks are suggested as the proper places for herd sires. Plans for such pens, which need not be expensive, may be obtained from county agricultural agents or the State Agricultural Experiment Station, without cost.

Safety bull pens, equipped with exercise paddocks are suggested as the proper places for herd sires. Plans for such pens, which need not be expensive, may be obtained from county agricultural agents or the State Agricultural Experiment Station, without cost.

**USE  
WARNER  
LIME  
For Every  
Agricultural Use****For WHITEWASH  
For FORAGE CROPS**

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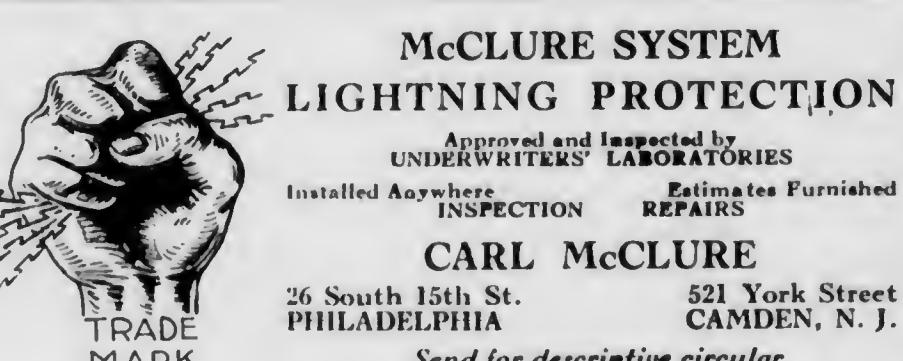
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Send for descriptive circular**NICE** REG. U.S.A.THE NAME TO GO BY — WHEN YOU GO TO BUY  
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It is our endeavor to find out if the farmers who read this paper do actually take advantage of the discount that is offered to them from time to time. Now for this month only we will allow a 10 per cent discount on all new water pumps installed by us if this advertisement is presented with the order. CASH ONLY HARRY B. ARNEL &amp; COMPANY, Inc. 214 S. WARREN ST., TRENTON, N. J.

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Serial No.....	Year Model.....
Capacity.....	No. Cylinders.....
	Motor No.....
	Serial No.....
	Truck.....
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**Pennsylvania Threshermen & Farmers' Mutual Casualty Insurance Co.**

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Ensilage Cutters Make Quick Work of Cutting Hay, Pea and Bean Vines, Artichokes, Milo Maize, and Mixed Grains



MANY Western farmers have already learned through experience the value and convenience of feeding hay and other forage crops that have been cut in an ensilage cutter. The feed is easier to handle, takes less storage space, and is more readily eaten by stock.

Perhaps you wish to make ensilage of your forage crops this year; and on the other hand, you may plan to put it through an ensilage cutter and store it in barn or stack. In either case, you will need a McCormick-Deering ensilage cutter. If you will stop in at our store we will point out to you the important features of the McCormick-Deering Ensilage Cutter.

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### Inter-State Milk Producers' Association

OPERATING IN THE PHILADELPHIA MILK SHED

THE GREATEST measure of success in any movement, is obtained through close cooperation.

COOPERATIVE endeavor is measured by the strength of its membership.

THE INTER-STATE now has over 28,000 cooperating dairymen members.

SEE TO IT that every dairyman in your community becomes associated with this movement.

WRITE THIS OFFICE FOR INFORMATION, OR SEE YOUR LOCAL DIRECTOR FOR INFORMATION OR FOR MEMBERSHIP BLANKS

Inter-State Milk Producers' Ass'n  
219 N. Broad St., Philadelphia

# INTER-STATE Milk Producers' Association, Inc.

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER

Vol. XI

West Chester, Pa., and Philadelphia

No. 6

## INTER-STATE DIRECTORS HOLD BI-MONTHLY MEETING

The first day's session of the Board of Directors of the Inter-State Milk Producers' Association was held on September 25th, at Washington Crossing's Inn, Washington Crossing, N. J., following a visit of inspection of the Walker-Gordon Farms, Plainsboro, N. J. Those attending the meeting included: H. D. Allebach, president; Frederick Shangle, vice-president; F. M. Twining, assistant treasurer; I. Ralph Zollers, secretary; August A. Miller, assistant secretary and the following directors: S. K. Andrews, Dorchester Co., Md.; J. H. Bennett, Lebanon Co., Pa.; Ira J. Book, Lancaster Co., Pa.; Robert F. Brinton, Chester Co., Pa.; E. H. Donovan, Kent County, Del.; E. Nelson James, Cecil Co., Md.; J. W. Keith, Queen Anne Co., Md.; H. L. Lauver, Juniata Co., Pa.; S. Blaine Lehman, Franklin Co., Pa.; A. R. Marvel, Talbot Co., Md.; I. V. Otto, Cumberland Co., Pa.; J. A. Poorbaugh, York Co., Pa.; C. F. Preston, Chester Co., Pa.; Albert Sarig, Berks Co., Pa.; John Carvel Sutton, Kent Co., Md.; Frederick Shangle, Mercer Co., N. J.; C. C. Tallman, Burlington Co., N. J.; R. I. Tussey, Blair Co., Pa.; Harry B. Stewart, Huntingdon Co., Pa.; S. U. Troutman, Bedford Co., Pa.; F. M. Twining, Bucks Co., Pa.; F. P. Willits, Delaware Co., Pa.; and A. B. Waddington, Salem County, N. J.; Giles P. Miller, Penna Department of Health, Division of Milk Control; Eugene Stapler, Wilmer A. Twining of Bucks County, Norman E. Richie, Raymond Arnold and Clarence Green, of York County, Pa.; and the members of the Inter-State Milk Producers' Association Field and Test Department and of the Quality Control Department of the Dairy Council also attended the meeting.

During the afternoon the entire group inspected the Walker-Gordon Dairy Farm, under the direction of H. W. Jeffers, President of Walker-Gordon Farms and Harry Stultz of the same company. H. W. Jeffers, made an address of welcome to the visiting group. The general scope of the Walker-Gordon enterprise was outlined by Mr. Jeffers. "Many years have been spent," he said, "in the development of the enterprise and it is expected that on November 13th, 1930, a formal opening of our new program to include a number of features entirely new in dairy development, will be inaugurated. In this effort we hope to be able to establish a system so that farmers will get more for their products and consumers more for their money."

"Many years of research work have been given to the building of the enterprise and we now believe we have developed fundamental principles. Five years ago we started in this work and we have developed what you will see here today. We have even gone a step further, including fertilization of soil, growing of crops, the handling of cows, and the preparation of milk for the market. We believe we have developed a real commercial possibility, one that has an economic answer."

"There should be a proper balance between production and consumption to obtain the best economic results."

"Our young stock is being grown on a per pound gain basis."

"For two years we have been developing a centralized milking plant. The handl-

ing of milking cows is specialized, one man for instance, cleans the udders of say 100 cows, another man wipes them off, another milks the cows, etc."

"Definite records of each cow are maintained, her daily milk record, when bred, time of calving, feeding, etc., so that a definite knowledge of the cow is available."

"There is a definite laboratory control of the milk, its fat value, nutritional value and growth promoting qualities. While developments are necessarily slow we believe that the records of our experimental work

abortion. Their health and development are carefully observed. Walker-Gordon milk is certified under the supervision of the Medical Milk Commission. Veterinarians make daily inspection of the cows and no cow is added to the milking herd until examined and passed by the veterinarian, nor until her milk has passed a bacteriological and microscopic examination in their control laboratories."

A Mason hay dryer in operation drying hay was inspected as were also a large battery of silos.

since the last directors meeting. These minutes were approved. The roll call showed all the directors and officers to be in attendance.

A formal report of the secretary followed. Secretary Zollers stated that under the new set up of the association locals, which would be largely completed by the time of the annual meeting, greater speed would be obtained in the certification of the member stock holdings would be affected. At this time the work of setting up 157 locals had been completed and complete lists would be sent to directors and field men for proxy checking in the near future.

Frank M. Twining, in charge Field and Test Department, made a brief report of that department's work since the last directors meeting. The department had signed up 983 new contracts and made 238 transfers since Jan. 1, 1930. There has been a large amount of re-check work done during the summer and in many cases low butterfat contents were noted. This it is believed has been largely due to drought conditions.

C. I. Cohee, secretary of the Philadelphia Inter-State Dairy Council, briefly outlined some of the features of the summer work of the Council and its plans for the future, while Dr. E. G. Lechner, in charge of Quality Control work of the Council, outlined the progress of the work of that department.

### Directors Field Reports, Drought Conditions a Factor

Formal reports from the directors throughout the territory dealt largely on drought conditions. With but one exception reports indicated that drought conditions were even more pronounced than at the previous meeting of the Board.

The whole milk shed has been deficient in rainfall and crops are suffering badly. In many cases there is little if any pasture and forage crops in many sections are burned up. Few of the silos are filled to capacity, in many cases they are not over half full. Corn stover in most cases is insufficient to last through the winter. The corn growth has been below the average because of the drought.

Many dairymen in some localities will not have enough home grown roughage to carry them beyond the end of the year.

The corn crop is short and in many instances will not yield over 50 per cent.

There has been a general shortage of water and in many cases farmers have had to haul water for their stock, in instances for several miles.

Hay is short, in instances lime stone soils have yielded fairly well, but even then the crop is below the average. Many farmers will have to purchase hay to carry them over the winter.

The same conditions that have affected shortages in forage crops have also affected other agricultural crops—potatoes will yield probably half a crop, tomatoes yields were bad, in fact all of the late summer crops have been seriously damaged.

An executive session of the directors followed the general meeting when various reports and problems were considered.

(Continued on Page 9)

### ANNUAL MEETING FEATURES

November 18th and 19th  
1930

### EVERY MEMBER SHOULD ATTEND AND TAKE PART IN THE DISCUSSIONS

HEAR REPORTS OF YOUR OFFICERS

HEAR FUTURE PLANS AND PROGRAMS

PARTICIPATE IN THE ELECTION OF DIRECTORS

HEAR ADDRESSES BY NATIONAL LEADERS

ATTEND THE ANNUAL BANQUET

See Page Three for Details of All Programs

### THE LADIES OF YOUR FAMILY WILL BE INTERESTED IN A SPECIAL LADIES' PROGRAM

(See Page Six for Details)

have been an important factor in our development."

The operation of the dairy barn was definitely on a business basis. Piece work methods are adopted wherever possible. One group handles manure and manure only, another group scrubs the floors of the barn, another sweeps the platforms. There is a systematic milking gang operating on a piece work basis.

In figuring the production of cows all the milk is reflected on a 4 per cent butterfat basis. The average life of a milking cow in the herd is figured at three years.

The laboratories for the preparation of acidophilus milk were also inspected. This department handles an average of 3000 quarts of milk daily.

All the cows in the Walker-Gordon herd are free from tuberculosis and contagious

### Directors Meet at Washington Crossing Inn

Supper was served the directors and visiting group at Washington Crossing Inn, after which, President Allebach called the meeting of directors to order.

Paul B. Benetich, of Walker-Gordon Farms, formerly of the New Jersey Department of Agriculture, made a brief address as did also Eugene Stapler, President of the Newtown Local of the Inter-State Milk Producers Association and Wilmer A. Twining of Bucks County; Giles P. Miller of the Penna. Department of Health Division of Milk Control; Norman E. Richie, Raymond Arnold and Charles Green.

Secretary Zollers then read the minutes of the previous directors meeting and a meeting of the executive committee, held

**Modern Refrigeration Improves Milk Quality**

Engineers, Transportation Experts, and Sanitarians All Helping Dairy Industry to Give Consumer Wholesome Dairy Products, says O. E. Reed, Chief Bureau of Dairy Industry

The great advance made in the last few years in the efficiency of transportation of perishable food products, and in refrigeration, on the farm, in transit, and at market, is one of the most important developments affecting the dairy industry, said O. E. Reed, chief of the Bureau of Dairy Industry, U. S. Department of Agriculture, in a recent address at a conference of leaders of American Agriculture at the Institute of Rural Affairs, Virginia Polytechnic Institute, Blacksburg, Va., the Virginia State College of Agriculture.

Fast refrigerator transportation for dairy products, especially fluid milk, has increased the radius of the milk-sheds surrounding our large city markets by hundreds of miles," said Mr. Reed, "and is giving rise to the establishment of dairy and dairy manufacturing in parts of the country where formerly the industry could not exist before on any extensive commercial scale. In the days of the horse and wagon the dairymen's market was the local community a few miles away. To-day, milk produced in Illinois, Wisconsin, or Virginia may be pasteurized and shipped hundreds of miles and be delivered to consumers as fluid milk in excellent condition.

"The transportation of milk and cream long distances under refrigeration is simply an application of the principle which has been working in the fruit and vegetable trade for many years," said Mr. Reed. "Florida watermelons are found in the New York markets, and probably California cantaloupes can be found in Florida markets. Pasteurization gives an advantage in the transportation of fluid milk and cream which the fruit and vegetable industries do not enjoy. The possibilities in the long-distance transportation became larger as more efficient, more practical, and cheaper means of refrigeration are developed.

"Motor-truck refrigerator transport of milk and cream is having marked effect on the dairy industry in many localities. In more than one formerly isolated dairy community the motor truck is now hauling the milk many miles into the city as fluid milk, leaving the creamery a supply insufficient for profitable operation. There is a general tendency for the fluid-milk business to push the creameries, condensaries, and other dairy-products factories from the immediate milk-sheds of the large cities out into the more remote areas. This is largely because the cities are increasing in population and are demanding more and more fluid milk."

Another trend in the dairy industry is the increasing mechanization of the industry, said Mr. Reed. "Most of us remember the wooden churn of our boyhood as the symbol of the dairy industry of those days. The wooden churn and its country butter are now scarcely more than memories. Vast changes have come in a few short years. The engineer and his machines have brought us economics and efficiency, greater profits, sanitation, and relief from labor."

One of the most important trends is in the quality of dairy products, he said. "This trend is decidedly upward. The most outstanding accomplishments have been in connection with market milk for the fluid-milk markets. Great improve-

(Continued on page 8)

**American Institute of Cooperation Meeting in 1931**

The 1931 summer session of the American Institute of Cooperation will be held at the agriculture college at Manhattan, Kansas, in June, 1931. Announcement that trustees of the Institute have accepted the invitation of the Kansas State Agricultural College to serve as host was made by Charles W. Holman, secretary of the Institute. The Kansas invitation was supplemented by active efforts of various farm organizations and cooperatives in the Southwest to secure the meeting.

For the 1932 summer session, Mr. Holman declared, the trustees have voted to accept the invitation of the University of New Hampshire to meet at Durham.

The sessions at Kansas State Agricultural College next year will begin June 1 and continue four weeks with a series of courses for which college credit will be granted. Farm economists, county agricultural agents, vocational agricultural teachers and other cooperative leaders able to meet entrance requirements will participate in these classes.

Preparations are being made for an attendance of 3,000 persons during the week of June 8th, when conferences of nationwide scope are scheduled for cooperative executives on problems affecting all commodities. Delegates are expected from every agricultural state as well as from Canada, Europe, Australia and South America. Special emphasis is to be devoted to problems of grain and livestock marketing.

**Alternated Pastures Are Most Efficient**

**Heavy Grazing May Kill Grass Even if it is Fertilized, Says Professor Hartwig—Advises Fencing Lot into Plots**

A rest period is as good as an application of fertilizer to certain grasses, explains H. B. Hartwig of the New York State College of Agriculture, in advocating the fencing of pastures into smaller lots that each lot may have a rest period.

Fertilizers are called plant foods, but actually fertilizers are not plant foods, he says. Plant food is what results after the fertilizer elements have been manufactured in the factory of the plant. The leaf is the factory. Cut off the leaf and the raw materials will not be changed to plant food. In fact, there is no quicker way to kill a plant than to provide plenty of fertilizer and then completely prevent the appearance of green leaves.

Although fencing is expensive it will often pay in increased feed, and better feed, and in extreme cases it saves a reseeding. Mr. Hartwig cites one western range experiment where the pasture area was divided into four parts. Each year one part was left ungrazed until after the plants reached maturity. This simple procedure made the entire pasture over four times as productive as adjoining pastures that were grazed without a rest. This difference was not due to self-seeding, but to the storing up of a reserve supply of food in the roots of the plants.

In addition to allowing rest periods the fencing favors the growth of the best pasture plants, helps control weeds and less desirable pasture plants, and gives a better distribution of the droppings or manure over the whole area.

Men do not farm for a period of two or three years, but usually for a lifetime. As a long-time proposition the production of market milk has been a good enterprise.

**National Dairy Exposition**

Further plans announced by the officers of the National Dairy Show, for the exposition to be held in St. Louis, Mo. October 11 to 19th, 1930, indicate that the program and exhibits will be outstanding in character. Special low rates of fare have been established by railroads in all parts of the country. You can obtain information as to the rate from your vicinity upon inquiring of your local railroad agent.

More than 1200 dairy cattle will be on exhibition and will compete for awards in many special classes.

Everyone who attends this great show will obtain information that should be worth many dollars to them in their own dairy business.

The Dairy Exposition is combined in this show with the St. Louis National Poultry Show; the Women's Home Exposition and the St. Louis National Horse Show. In addition to the cattle show, over two hundred and fifty 4-H Club members will offer exhibits in their own show.

Demonstration and educational cattle exhibits by the various breed associations and other organizations will be shown.

The United States Department of Agriculture will have large exhibits and demonstrations presenting new information and reports gathered from all parts of the country. The National Dairy Council Exhibit will present important influences of food value in dairy products. State College exhibits will show practical methods and results from several states.

In fact this National Dairy Exposition will present many features which the practical dairymen should know more about and if possible our readers should, make an effort to attend the show, which, it is reported, will be the world's greatest dairy show.

**Important Breed Meetings**

Several important meetings of organizations representing the dairy cattle breeds will be held in St. Louis during the National Dairy Exposition, October 11-19. The American Guernsey Cattle Club, headquarters, Coronado Hotel, will banquet there October 16th; the Brown Swiss Cattle Breeders' Association, headquarters, Hotel Kingsway, will banquet there October 15; The Holstein-Friesian Association of America, headquarters New Jefferson Hotel, plans a meeting of the committee on Advanced Registry Rules October 14th, with a banquet October 15; The American Jersey Cattle Club, headquarters, Hotel Statler, will banquet there October 14; The Ayrshire Breeders' Association will have headquarters at the Statler, but has not announced a meeting.

**DIRECTORS of the Inter-State Milk Producers' Association INCORPORATED**

Whose terms expire with the coming annual meeting of the Inter-State Milk Producers' Association to be held in Philadelphia, Tuesday, November 18th, 1930.

J. H. BENNETT, Sheridan, R. D., Lebanon Co., Pa.  
A. R. MARVEL, Easton, Talbot Co., Pa.  
I. V. OTTO, Carlisle, R. D., Cumberland Co., Pa.  
J. A. POORBAUGH, York, York Co., Pa.  
C. F. PRESTON, Nottingham, R. D., Chester Co., Pa.  
FREDERICK SHANGLE, Trenton, Mercer Co., N. J.  
R. I. TUSSEY, Holidaysburg, Blair Co., Pa.  
F. M. TWINING, Newtown, Bucks Co., Pa.

**Progress in Fighting Bovine Tuberculosis in New Jersey**

Department Had 92,221 Animals Under Supervision at End of June

Marked progress in eradicating bovine tuberculosis in New Jersey has been made within the last five years by the Department of Agriculture.

A total of 61,700 cattle in the state were given initial tuberculin tests by department veterinarians between June 30, 1925, and June 30, 1930.

Twenty-seven percent of the animals initially tested reacted and \$747,823.24 in indemnities were paid out of state funds to compensate owners for animals which were condemned.

At the end of June 1930, 9,818 herds or 92,221 animals were under supervision to eradication of the disease as compared to 2,995 herds of 39,138 animals under supervision in 1925. A total of 6,040 herds in the state were fully accredited as being free of bovine tuberculosis at the end of June, while only 1,038 herds were accredited five years previously.

In the five-year period, hundreds of tuberculosis animals were removed from the state's herds. The tendency has been to replace them with better animals. Today, New Jersey is producing more milk with fewer cows than it had been producing before the bovine tuberculosis eradication campaign began.

The United States Department of Agriculture will have large exhibits and demonstrations presenting new information and reports gathered from all parts of the country. The National Dairy Council Exhibit will present important influences of food value in dairy products. State College exhibits will show practical methods and results from several states.

In fact this National Dairy Exposition will present many features which the practical dairymen should know more about and if possible our readers should, make an effort to attend the show, which, it is reported, will be the world's greatest dairy show.

**Wheat, Oats and Barley Now Make Economical Feed Mixture**

A basal livestock ration of wheat, barley, or oats, or any two or all three of these feeds, will be widely used this fall and winter, says the United States Department of Agriculture. A mixture of 200 pounds of coarsely ground wheat and 100 pounds each of rolled barley and finely ground oats, say specialists of the department, make a desirable maintenance ration now available at prices that compare favorably with other feeds. That this mixture should be an economical one is indicated, they say, by the supply of these grains as shown in the September 1st crop report. At present prices the three feeds supply digestible nutrients at a much lower cost than corn does.

The mixture of one-half wheat, one-fourth barley, and one-fourth oats, the department says, will carry about 12 percent total protein, 2.5 percent fat and 6 percent fiber. It is a suitable mixture for dry cows and heifers when fed with a legume hay and silage. For cows in milk it will serve as an excellent basal ration, for the addition of some high-protein feed. It is a good feed for horses, sheep, beef cattle and hogs.

The A. B. Farquhar Co., Limited, York, Penna., has just issued its new bulletin No. 930, in which it outlines in particular its Non-Wrap Manure Spreader for which it claims a number of special features.

With this particular device, it is claimed that uniformly increased fertilization can be obtained through complete shredding and even distribution of the manure.

The Farquhar Co., also manufactures Engines, Boilers, Saw-Mills, Threshers, Hay Beaters, Grain Drills, Harrows, Corn and Potato Planting Machinery and etc. Bulletin No. 930, referring to the Non-Wrap Spreader and other bulletins may be had by addressing the A. B. Farquhar Co., Lit., York, York County, Pa.

**Promote Rural Life**

Good leadership, "fellowship," and fellowship are all needed to build up a better and more satisfying country life.

**OFFICIAL NOTICE**  
**FOURTEENTH ANNUAL MEETING**  
**OF THE STOCKHOLDERS**

**Inter-State Milk Producers' Ass'n**

**Tuesday and Wednesday, November 18th and 19th, 1930**

**At the Benjamin Franklin Hotel**  
**9th and Chestnut Streets, Philadelphia, Pa.**

**BUSINESS SESSION, TUESDAY, NOV. 18th, at 10.00 A. M.**

In accordance with the By-Laws, the Stockholders of the Inter-State Milk Producers' Association will meet at the Benjamin Franklin Hotel, 9th and Chestnut Streets, Philadelphia, Penna., Tuesday morning, November 18th, 1930, at 10:00 A. M., for the purpose of filling vacancies in the Board of Directors. Hearing Reports of Officers and for the transaction of such business as may be necessary.

H. D. ALLEBACH, President  
I. RALPH ZOLLERS, Secretary

**PROGRAM**

10:00 A. M.—Election of Directors

Reports of Officers and Auditors  
Report of Field and Test Department

2:00 P. M.—President's Annual Address

Discussion of Market Conditions  
Address by Hon. Arthur M. Hdye, United States Secretary of Agriculture

**SPECIAL ENTERTAINMENT FOR THE VISITING LADIES**

Tuesday, November 18th, at 10:00 A. M.

**SOME SPECIAL NEW FEATURES**

**ANNUAL BANQUET**

BENJAMIN FRANKLIN HOTEL

NOVEMBER 18th, 1930, at 6:00 P. M.

14th Anniversary Program Special Entertainment New Dairy Council Play

**BANQUET TICKETS, \$2.50**

**WEDNESDAY, NOVEMBER 19th, 1930**

8:00 A. M.—Visits to Local Milk and Ice Cream Plants

Visits to Offices of the Inter-State Milk Producers' Association and Philadelphia Inter-State Dairy Council.

10:30 A. M.—General Public Session.

Address by James C. Stone, Member Federal Farm Board

**PROXY FOR STOCKHOLDERS**  
**INTER-STATE MILK PRODUCERS' ASSOCIATION**

INCORPORATED 1917  
A DELAWARE CORPORATION

**PROXY**  
**STOCKHOLDERS' MEETING**

**Know All Men by These Presents**

That I, the undersigned, being the owner of

constitute and appoint

my true and lawful attorney in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Benjamin Franklin Hotel, 9th & Chestnut Sts., Philadelphia, Pennsylvania, on Tuesday, the Eighteenth day of November, 1930, and on such other days as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this

day of

1930

Witness: ..... (SEAL) ..... (SEAL)





## Autumn

The morns are meeker than they were,  
The nuts are getting brown;  
The berry's cheek is plumper,  
The rose is out of town.

The maple wears a gayer scarf,  
The field a scarlet gown.  
Lest I should be old fashioned,  
I'll put a trinket on.

EMILY DICKINSON.

## WOMEN WE'VE MET

## A Mother-Son Partnership in Chicken Raising

One of the nicest business arrangements we've come across is that of Mrs. D. P. Willey, of Eden, Somerset County, Maryland, who is in partnership with her high school son in raising chickens.

These partners have five hundred white Leghorn layers, and there are some ingenious contrivances for lessening work or protecting the chickens, to be seen around the poultry houses. One such arrangement was for keeping draughts off the baby chicks at night by enclosing the brooder with ordinary chicken wire and lining it with building paper which is made secure by clothes pins. They also have a trick feeding trough built by a neighboring carpenter.

The Willeys' live several miles out in the country but their radio, magazines and car keep them in close touch with everything.

Mrs. Willey entered the flower garden project for the county this past summer and was one of the two demonstrators for her county. You'd know she loved gardening from the flower beds, and window boxes which give a cared-for look to the outside of the house. What a difference such touches make.

The entire family seem to have plenty of energy to keep many irons in the fire. In addition to the poultry business, Mrs. Willey's young son is interested in calf club work—that's why we found him away from home and couldn't get a picture of the Willey partners. The Calf Club is probably a natural interest inherited from his father, who is an up-to-date dairyman. We might tell you more about that, but we're not supposed to be talking about the masculine end of the business in this column.

Modify Adult Diet  
For Youngsters

Feeding the small child is a problem which may be solved with little trouble by the careful housewife, according to the New York State College of Home Economics. By simple changes in the various dishes, the same menu can be given the child that is prepared for the adult members of the family.

Where coffee is served to adults, the child should be given milk; where highly seasoned tomato sauce, for example, is served with fish to older members of the family, an appetizer of tomato juice may be substituted in the child's meal. Pastry and hot breads should not be a part of the diet of young children, and whole wheat bread is used instead of white because it helps supply necessary vitamins. When a custard pie is on the menu, a portion of the filling may be baked separately.

The diet of every child should contain one quart of milk a day, which may be taken partly in drinking, partly on cereal, and partly in cooked food.

## HOME and HEALTH

Celebrating Hallowe'en  
At Home

Corn stalks, pumpkins and red apples are always in order. It does not take long to cut pumpkins in halves, scoop out the middle and fill the big golden bowls with apples; one filled with red apples makes an ideal center piece if the table is set in regulation form. Others scattered about the rooms soon make of even a drab room a fairy den. Two big ones cut Jack-o'-lanterns at the door welcomes the guest and at once gives the spirit of the evening. If it is possible to have a good old wife stirring a kettle of herbs in a seclusion corner it will cause peals of laughter.

**Games for the Hallowe'en Party**  
Whatever the amusement, let us make them jolly and cheerful. The old-fashioned games never lose interest and bobbing for apples makes an interesting pastime.

**The Peanut Hunt**  
Two captains are appointed who choose sides until everyone in the party is on one side or the other. Then each side decides on the animal or fowl which it will represent, as a dog and a rooster. Peanuts have previously been hidden around the room or on the lawn. At a given signal the two sides begin to hunt. When any member of a side discovers a peanut, he stands still and barks or crows, according to the side to which it belongs, until his captain comes and gets the peanut. When peanuts can no longer be found, the side wins whose captain has the greater number of peanuts.

**Farm Crops**  
There should be enough seats for all but one of the players. Each person has previously been given the name of some farm crop. The leader walks around the seats in a circle calling out the different crops, and the persons holding these names must join him. At the word "Sold" all rush to their seats, and the one who is left is "it."

**Pumpkin Seed Pie**  
A good closing feature, and one that will add mystery, will be serving a pumpkin seed pie. For this the number of guests must not be too large. The pie is made "Jack Horner" fashion. Small parcels containing souvenirs, one for each guest, are placed in a large pan with a brown paper "crust." Strings attached to each parcel protrude through the "crust," and a pumpkin seed is fastened to the end of each one and left on the top of the "pie." Each guest takes hold of a pumpkin seed and all pull at the same time. This breaks the "crust" and each finds his gift on the other end of the string. The big dish pan makes a good pie plate for this.

**Sandwiches**  
The garden gives celery and the orchard apples and pears. These, cut in thin slices or chopped finely with a boiled dressing, will make the diamond sandwiches just right. Nuts belong to Hallowe'en. There is a rich supply in wood and field this autumn, and with our celery, crushed nuts and a plain dressing, we have just the filling for our clover cut sandwich. Of course, the lettuce leaf goes with both of these. Everyone likes a sweet, so the round sandwich cutter is to have plum or grape jelly.

The fun comes with the salad. It is new to us, and is served by a Delaware mother when her daughter comes home from school at this jolly season. Try it.

**Hallowe'en Salad**  
(Use same number of peach halves as guests)

6 halves of peaches  
4 tbsp. peanut butter  
6 dates  
6 figs  
1 tbsp. raisins  
2 tbsp. walnut meats

Chop finely nuts, raisins, dates and figs and mix with the peanut butter. Select firm halves of canned peaches and stuff the halves with the mixture. Invert on a bed of shredded lettuce. With a sharp pointed knife cut a shallow Jack-o'-lantern design on the rounded surface of the peach. Fill these spaces with pimento cut to fit the tiny holes. Garnish with a frill of orange colored salad dressing put all around the edge of the peach face.

**Raw Carrot Relish**  
Slice carrots very thin and small, a cabbage grater may be used for this purpose. Add salt and vinegar to taste. Serve at once as a relish.

Mrs. I. Ralph Zollers,  
Pottstown, Pa.

(For suggestions for Hallowe'en decorations and games see opposite page.)

October, 1930

MILK PRODUCERS REVIEW

Page 7

## Hallowe'en Fun

Dr. Hannah Mc Lyons

All-hallows' Eve, Hallowe'en, the time of witches, goblins and spirits!

The crisp, cool days of October are conducive to dreaming by the fireplace. My day dream has taken me back to years ago when we were told the Druids, who were priests of the first inhabitants of Britain, lighted great bonfires on All-hallows' Eve to frighten away any wicked spirit that might be prowling about.

The Romans made a feast at this time of year to honor their goddess Pomona, and roasted apples and nuts before great bonfires. No doubt our Hallowe'en is a combination of these old customs for we love the mystery of supposed witches and the feasting. But there is no more time for day dreaming. The members of my family who went to the store have returned from their shopping trip and are displaying some small cookie and sandwich cutters found in town. They have brought two loaves of bread, a white one, the other a nutty whole wheat loaf. The cutters are round just a circle, diamond shape and three leaf clover.

The demonstration begins, butter is spread on the loaves of bread and a slice is cut, just the right thickness for a sandwich. Using the cutters, a clover leaf is cut in the brown slice of bread and also in the white slice. Then carefully the little white design is placed on the brown slice and the little brown design on the white slice. Press the buttered sides together, trim the edges until just square, and you have a unique sandwich.

Then the social member of the family who had been dreaming by the fireplace exclaims, "Oh, for a Hallowe'en Party." General approval meets the suggestion and at once menu planning begins. It must be very plain, just a time of mystery and fun.

**Sandwiches**  
The garden gives celery and the orchard apples and pears. These, cut in thin slices or chopped finely with a boiled dressing, will make the diamond sandwiches just right. Nuts belong to Hallowe'en. There is a rich supply in wood and field this autumn, and with our celery, crushed nuts and a plain dressing, we have just the filling for our clover cut sandwich. Of course, the lettuce leaf goes with both of these. Everyone likes a sweet, so the round sandwich cutter is to have plum or grape jelly.

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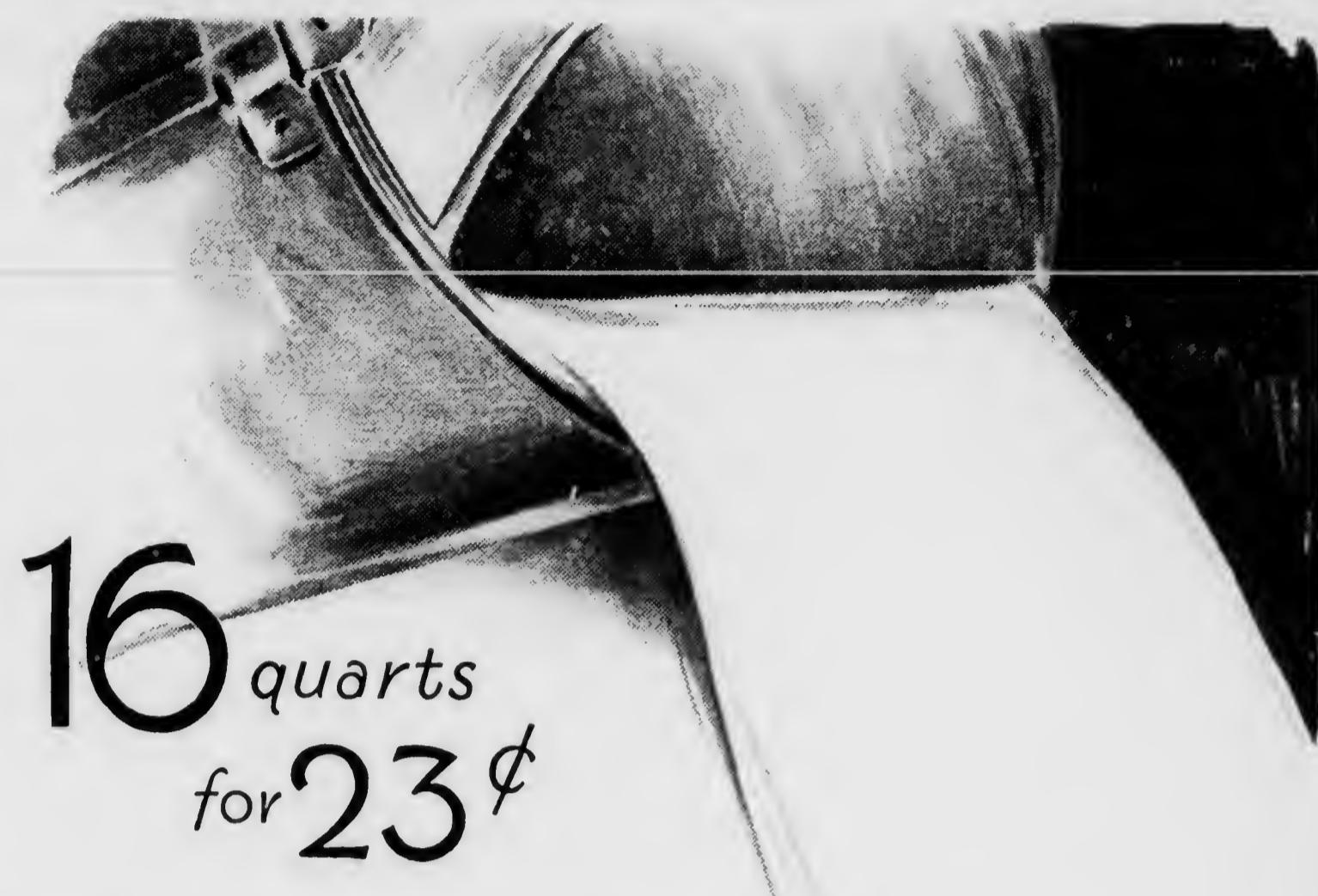
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1 tbsp. raisins  
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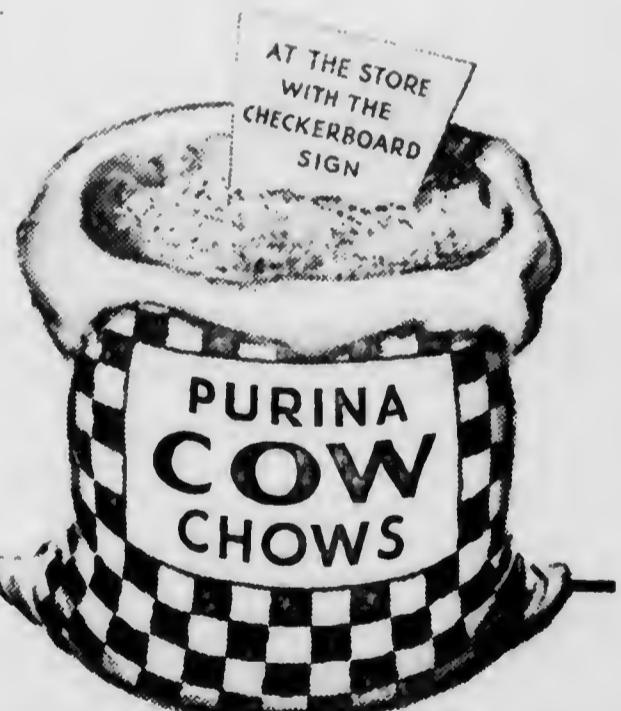
(For suggestions for Hallowe'en decorations and games see opposite page.)



**MILK...16 quarts for 23c.** This bargain is in your very town...in a bag at The Store With the Checkerboard Sign. In this bag are 100 pounds of Purina Cow Chows. In the average 100 pounds of Purina Cow Chows are 16 more quarts of milk than are in the average bag of more than 130 other feeds. This bag of Purina Cow Chows costs an average of 23c more than the average bag of these other feeds. 16 quarts for 23c. These are the figures which come from a recent national farm-to-farm feed survey of 18 months...a survey of 505,536 cows...a survey covering 43 states...a survey conducted by 870 men...a survey still going on.

When you buy feed for your cows you are buying milk in a bag. Consider, then, what a bargain you get in a 100-pound bag of Purina Cow Chows...113 quarts of milk...all in 100 pounds of feed and the roughage that goes with it. 16 of these quarts are extra...16 quarts which cost only 23c...just a bit more than one penny per quart...what a bargain!

A bargain which is all yours when you are feeding Purina Cow Chows...a bargain which is waiting for you any time you happen into town...waiting in Checkerboard Bags at The Store With the Checkerboard Sign. Purina Mills, 854 Gratiot Street, Saint Louis, Missouri.



## THE PURINA COW CHOWS

BULKY COW CHOW 20% COW CHOW	24% COW CHOW 34% COW CLOW BULKY LAS	FITTING COW CALF CHOW
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Philadelphia Inter-State  
Dairy Council

Gen'l Office, Flint Building, Philadelphia

A co-operative movement established for the dissemination of information and publicity pertaining to the production and distribution of dairy products and their food value in nutrition.

Affiliated with the National Dairy Council

Dr. Clyde L. King, President  
H. D. Allesbach, Vice President  
C. I. Cohee, Secretary  
F. R. Ealy, Assistant Secretary  
R. J. Harbinson, Jr., Treasurer  
George J. Haupflihizer, Assistant Treasurer

Departmental Branches  
C. I. Cohee, Director Quality Control Department  
Dr. E. G. Lehner, Assistant Director Quality Control Department  
Del Rosa Macan, Dramatic Department  
August A. Miller, Publicity Department

## Philadelphia Inter-State Dairy Council

The various departments are at your service and will assist you in planning

## Educational Entertainment

for your Community, Local or Club Meetings. Lecturers, Speakers, Motion Pictures, Lantern Slides, Etc.

C. I. COHEE, Sec'y, 219 North Broad Street, Philadelphia

Eastern States Farmers' Exchange

\$

Three to One  
with  
Eastern States  
Supplement



N. E. Black of Alexandria, Pennsylvania, who for the past 18 months has fed *Eastern States Supplement* along with his own corn and oats, realized a return of \$3.14 for every dollar expended or feed.

His herd, containing 20 head of purebred and grade Guernseys, with an average production of 1742 pounds of milk and 410.9 pounds of butterfat, led the Northern Huntingdon County Dairy Herd Improvement Association for the year ending June 1, 1930.

Brownell's Monarch 153,863, produced 13,927 pounds of milk and 712.5 pounds of butterfat while fed on *Eastern States Supplement*.

Black declares he will continue to use *Eastern States* feeds as long as they continue to be of the same high quality he has found them.

Eastern States  
Supplement

"A Quality 30% Protein  
Dairy Feed"

Eastern States Farmers' Exchange

A non-stock, non-profit organization owned and controlled by the farmers it serves

HEADQUARTERS: Springfield, Massachusetts

The International  
Dairy Congress

A preliminary program for the International Dairy Congress to be held at the Houses of Parliament, Christiansburg, Copenhagen, Denmark, July 14th to 17th, 1931, has been prepared.

The International Dairy Congress at Copenhagen, will be the ninth of the Congresses organized by the International Dairy Federation. Congresses previously held include:

Brussels—1903 Stockholm—1911  
Paris—1905 Bern—1914  
Hague—1907 Paris—1926  
Budapest—1909 London—1928

An International Dairy Congress was held, as is known, in the United States, under the auspices of the World's Dairy Congress in cooperation with the International Dairy Federation in 1928.

The Copenhagen Congress will open on Tuesday the 14th day of July, 1931, and continue until Friday, July 17th (inclusive). The Congress will be divided into five conference sections, as noted below, which, if necessary, will be subdivided: Dairy Cattle breeding and milk production.

Chemistry, bacteriology and hygiene. Technique, industry and trade. Organization, legislation and control. Tropical dairy industry.

Each section will be under the control of special committees.

Further details as to plans and program will be announced later. General information in reference to the Congress may be obtained by communicating directly with the International Dairy Congress, 1931, Bulevarej 13, Copenhagen V., Denmark.

Care for Seed Corn

As a result of the dry weather and its effect on the corn crop, seed corn will be a highly valuable product next spring. Good care of old corn and all new corn that can be used for seed will be a profitable procedure for any farmer.

Improve Dairy Herd

Raise heifer calves from only the very best cows. This is the time to improve the quality of the herd. "Keep down the numbers but improve the quality" is a good motto.

Report of the Quality  
Control Department  
Philadelphia Inter-  
State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of August, 1930:

No. Inspections Made... 3000  
Sediment Tests..... 221

No. Permanent Permits  
Issued..... 85

No. Temporary Permits  
Issued..... 26

Meetings..... 4

Attendance..... 4700

Reels Movies shown..... 3

Bacteria Tests Made... 61

No. Miles Traveled... 25,765

Man Days, Fairs and  
Exhibits..... 2 1/2

During the month 73 dairies were discontinued from selling for failure to comply with the regulations—35 dairies were re-instated before the month was up.

To date, 173,032 farm inspections have been made.

Federal Economics Warn  
Against Over-Expan-  
sion of Dairy Industry

More thorough culling of low-producing cows to prevent over expansion of the dairy industry was urged in a dairy outlook report just issued by the Bureau of Agricultural Economics, United States Department of Agriculture.

The bureau says that "substantial increases in numbers of milk cows and heifers are now taking place," and that "when the disturbed conditions due to the drought and business depression shall have passed, the dairy industry is likely to find itself over-expanded." The report points out that only about 10 per cent of the total butterfat supply of the country is produced in the drought area.

"Even if allowance is made for some forced local liquidation, the present trend in the number of milk cows in the country as a whole seems to be distinctly upward."

Dairy farmers have been and apparently still are saving more than the customary number of heifer calves, and reports from stockyards indicate that the number of aged milk cows being disposed of is still somewhat normal."

For use with legume hay and silage or mixed hay alone: Equal parts of wheat, oats, and gluten feed. This contains 17 per cent of protein.

For use with non-legume hay and silage or of either alone: Equal parts of wheat, oats, gluten feed and cottonseed meal. This contains 23 per cent of protein.

In general, corn, wheat, barley, and dried beet pulp may be used interchangeably in the above rations, dried brewers' grains may be fed in the place of the gluten feed; linseed meal, soy bean meal, or peanut meal may be used instead of the cottonseed meal.

A ready mixed dairy feed containing 24 per cent protein can be reduced to 20 per cent by adding 100 pounds of ground wheat to 200 pounds of the dairy feed, thus making a ration suitable for feeding with legume hay and silage, or with mixed hay alone.

A 30 per cent dairy ration may be reduced to 24 per cent by adding 100 pounds of ground wheat to 200 pounds of the dairy feed. Such a ration will be suitable for use with a non-leguminous roughage.

For feeding wheat to Livestock Miscellaneous publication No. 96 U. S. Dept. of Agriculture Washington, D. C. a copy of this pamphlet can be had upon request.

Referring to two former occasions when the dairy industry was in a similar situation, 1921-22 and 1924-25, the bureau says that the problem was solved by a decrease in the use of concentrated feeds, increased culling of herds, and the milking of cows by calves.

"In the present situation," says the bureau, "there has been a similar reduction in the use of concentrated feeds, but there does not appear to have been the extreme culling of herds nor the change from dairy in the Corn Belt. From the long-time point of view, dairymen will find it more and more necessary to dispose of low-grade and inefficient cows."

Discussing the immediate outlook, the bureau says that "prices of dairy products are expected to advance moderately during the fall, prior to the usual seasonal drop in mid-winter, but to remain at a lower level than has obtained during the last few years. Feed supplies are not seriously depleted in the specialized dairy where approximately 85 per cent of the total butter is produced. Even if production in areas outside of this territory is reduced by as much as one-third because of the feed shortage, total production would be only about 5 per cent under what might usually be expected."

Modern Refrigeration  
Improves Milk Quality

(Continued from page 1)  
ment has been made in the quality of market milk in the last twenty years. This improvement has been due largely to the cooperation of the industry with milk control authorities—producers stopped fighting inspection and began to help promote it.

"Although our per capita consumption of dairy products is less than that of some other countries," he said, "our trend in consumption is consistently upward. In 1922 our per capita consumption of milk and cream, in terms of milk, was 50.0 gallons, and four years later it was 55.3 gallons. Per capita consumption of butter increased from 16.5 pounds to 17.82 pounds. In 1922 our consumption of condensed and evaporated milk was 12.69 pounds per capita, and four years later it was 14.32 pounds. In 1922 we averaged 2.43 gallons of ice cream per person, and in four years consumption had increased to 2.77 gallons."

"All of the trends in the dairy industry are rising," said Mr. Reed, "and I can see no reason for anything but optimism for the future of the industry, the greatest single agricultural industry we have."

Methods for making concentrated sour skinned milk developed in the research laboratories of the Bureau of Dairy Industry, United States Department of Agriculture, have been introduced in about 20 plants which are now making this product. In 1928 and 1929 these plants, located in various parts of the country, used more than 76,000,000 pounds of skinned milk for this purpose.

For best results livestock need feed and attention. They cannot develop properly on empty stomachs any more than an automobile can run without a supply of gas.

Wheat in Rations  
For Dairy Cows\*

All grains to be used in the ration of the dairy cow should be either rolled or rather finely ground. When mixed with twice its weight of other feeds, wheat will not become gummy when masticated.

Following are some rations suitable for use with roughages of different kinds:

For use with good pasture or with alfalfa, soybeans, or Lespedeza hay: Equal parts of wheat, oats and barley. This contains about 12 per cent of protein.

For use with legume hay and silage or mixed hay alone: Equal parts of wheat, oats, and gluten feed. This contains 17 per cent of protein.

For use with non-legume hay and silage or of either alone: Equal parts of wheat, oats, gluten feed and cottonseed meal. This contains 23 per cent of protein.

In general, corn, wheat, barley, and dried beet pulp may be used interchangeably in the above rations, dried brewers' grains may be fed in the place of the gluten feed; linseed meal, soy bean meal, or peanut meal may be used instead of the cottonseed meal.

A ready mixed dairy feed containing 24 per cent protein can be reduced to 20 per cent by adding 100 pounds of ground wheat to 200 pounds of the dairy feed, thus making a ration suitable for feeding with legume hay and silage, or with mixed hay alone.

A 30 per cent dairy ration may be reduced to 24 per cent by adding 100 pounds of ground wheat to 200 pounds of the dairy feed. Such a ration will be suitable for use with a non-leguminous roughage.

For feeding wheat to Livestock Miscellaneous publication No. 96 U. S. Dept. of Agriculture Washington, D. C. a copy of this pamphlet can be had upon request.

October, 1930

MILK PRODUCERS REVIEW

Inter-State Milk  
Producers Association  
Directors Hold Bi-  
Monthly Meeting

(Continued from page 1)

Second Day's Session

The second day's session of the directors was held at the association's headquarters in the Flint Building, Philadelphia, Pa., when further reports of conditions in the field by the directors was made.

President Allebach made a detailed report as to market conditions throughout the territory. He also outlined the probable productive rate during the remainder of the year. We do not believe that calves are being "tied back" to any greater extent than normally. Our average weighted price paid to farmers in this market is good, but we realize that the farmer must watch himself closely in the feeding of his cows and the preparation of his milk for the market if these conditions are to prevail.

The Bureau explains that those who make unfair appraisals seriously interfere with the prompt payment of all claims. The Bureau will not tolerate the full payment of any claims which are clearly out of line with the actual loss standard.

The Bureau wishes and expects to make payment in every case to the full extent of the actual damage, but it can not be expected that a premium on such losses be paid. Continued disregard of this will lead to drastic regulations.

20 Prosecuted In  
Phila. Butter Fraud

An extensive "butter racket" was broken up in Philadelphia during August by the pure food agents of the Bureau of Foods and Chemistry, Pennsylvania Department of Agriculture, according to a report by Dr. James W. Kellogg, director, to Secretary of Agriculture, C. G. Jordon. The "racket" included the reworking of butter so as to incorporate an excessive and unlawful amount of water, thus making it possible to sell large quantities of water at butter prices. The practice consisted of purchasing western butter in tubs which, by means of special churning, was reworked into 5-pound rolls. An excess of water was churned into the butter during the process.

The year's program for the ladies attending the meeting will be outstanding. There will be the usual visits to plants for the members and sight-seeing tours for the ladies.

It was further announced that one delegate from locals having from 25 to 200 members and two delegates from locals having over 200 members, would be allowed transportation and \$2.50 toward one night's lodging, which will be paid by the association.

A special investigation was made in which 125 samples of butter were purchased and analyzed. Of these, 20 were adulterated with an excess of water, the amount contained ranging from 18 to 40 per cent and averaging approximately 25 per cent, compared with the standards fixed by law of not an excess of 16 per cent. The amount of butterfat in the 20 illegal samples was slightly more than 73 per cent compared with a legal requirement of 80 per cent. The large proportion of adulterated samples indicated the extent to which the practice had developed, Mr. Kellogg points out.

Due to prompt prosecutions and arrests, it is believed that the fraud has been definitely stopped.

BULLS FOR SALE  
Young Purebred Holstein Bulls for sale. Rich in Ormally breeding—sired by 44 lb. bull—out of accredited herd, free from contagious abortion. Price from \$160 to \$300. They are more than 1 yr. old.

CHAS. E. LONGACRE  
Montgomery Co., Royersford, Pa., R. 1

Inter-State "A" Milk Price Standards\*

Shipper of Milk to Receiving Stations during the months of May, June, July, August, September, and October, having an average bacteria count for the month of 10,000 bacteria or less, shall receive a bonus of 25 cents per hundred pounds. A shipper with an average bacteria count of more than 10,000 and less than 50,000, shall receive a bonus of 25 cents per hundred pounds. During November, December, January, February, March, and April, the above bacteria bonuses shall be paid to those producers only, who have received similar bonuses during three of the previous six months above mentioned, provided that at least one of these months be July or August. Producers, in the event the above bacteria bonuses are not paid, shall receive similar bonuses during December, January, February, March and April for the same period. Producers, in the event the above bacteria bonuses are not paid, shall receive a bonus of 25 cents per hundred pounds for a bacteria count of 10,000 or less and 15 cents per hundred pounds for a bacteria count of more than 10,000 and less than 50,000.

Shipper of "A" Milk to Terminal Markets during the months of May, June, July, August, September, and October, having an average bacteria count for the month of 30,000 bacteria or less, shall receive a bonus of 40 cents per hundred pounds, and a shipper with an average count of more than 30,000 and less than 10,000, a bonus of 25 cents per hundred pounds. During Nov., Dec., Jan., February, March, and April, the above bacteria bonuses shall be paid to those producers only who have received similar bonuses during three of the previous six months above mentioned, provided that at least one of these months be July or August. Producers, in the event the above bacteria bonuses are not paid, shall receive a bonus of 25 cents per hundred pounds for a bacteria count of 30,000 or less, and 15 cents per hundred pounds for a bacteria count more than 30,000 and less than 100,000.

\*See page 5 for detailed prices.

THE  
DE LAVAL MAGNETIC  
MILKER



A SURE MEANS OF  
REDUCING PRODUCTION COSTS

AND

IMPROVING THE PRODUCT

The most practical way of increasing profits is through the reduction of production costs, for every dollar lopped off the "cost to produce" becomes extra profit. The De Laval Magnetic Milker is a sure way of reducing production costs. It enables one man to milk the same number of cows as two and, in some cases, three good hand milkers in the same or less time. Through the time and labor that it saves the De Laval Magnetic helps get other work done without extra help being taken on. Often the De Laval saves hiring and boarding one or more men.

Improves the Product

The De Laval Magnetic Milker, due to its many sanitary features, produces cleaner milk. The ease with which the De Laval Magnetic Milker is washed and kept clean and the protection against contaminating agencies that it provides during the milking operation are given credit by users everywhere with improving the product by reducing bacterial counts.

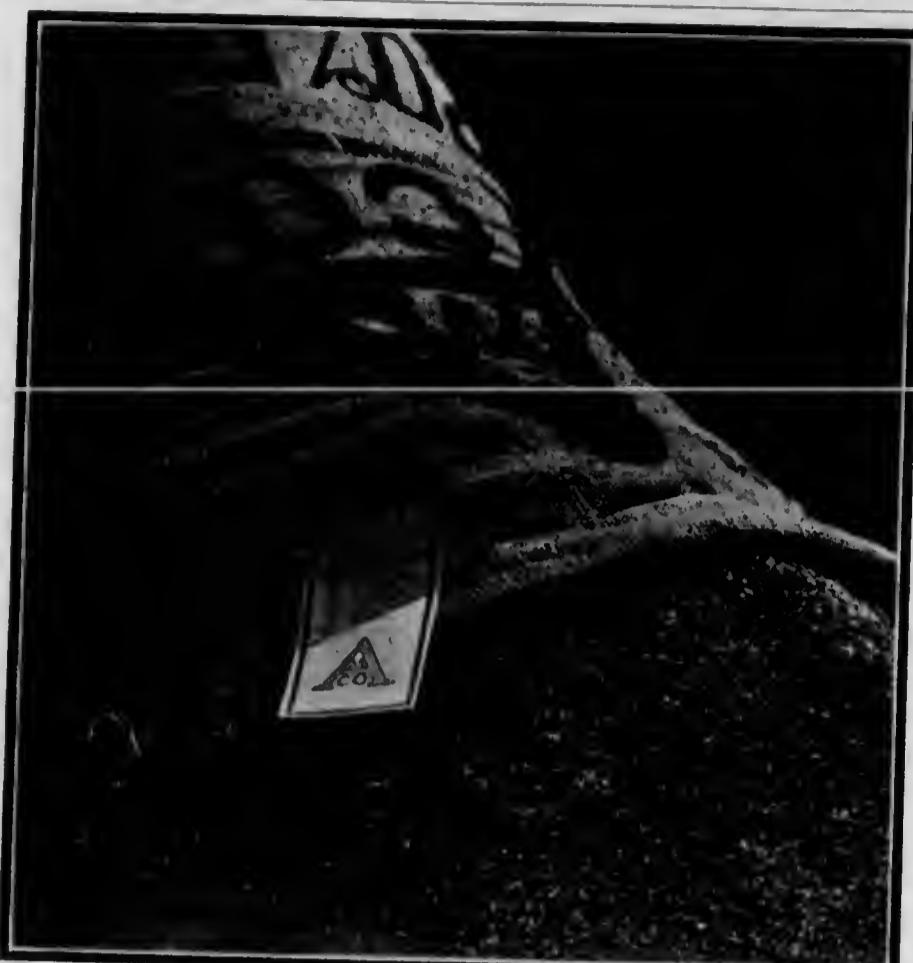
Magnetic Control Means Better  
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In the De Laval Magnetic Milker pulsations are created and controlled by magnetic force. A simple mechanically operated timing device in the milker pump makes and breaks this magnetic force with precise accuracy. This positive magnetic control of pulsations means absolutely uniform and regular milking—every cow milked the same every day. The De Laval perfect milking, uniform to a split-second, has never been equaled by any other method of milking. When you use a De Laval Magnetic you know that your cows are always milked right regardless of operators—and your accounts will show that you are milking in the most profitable and economical manner.

See your local De Laval dealer for full information and a demonstration, or write the nearest De Laval office.

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## Your Profits Depend On More Milk per Cow

DAIRY FARMING for profit demands low production costs, and one very sure way to lower these costs is to increase the milk yield per cow in your dairy herd. This necessitates getting rid of the boarder cow and feeding the good cows for year round maximum milk production.

Amco Open Formula Dairy Feeds will help you. Your practical experience as a dairyman will tell you, from a glance at the formulas, that they are real milk-producing rations. Freshly mixed from a wide variety of ingredients, Amco Feeds combine proper bulk, variety of protein, palatability, and high digestibility. And the cost of digestible feed, properly balanced, in these feeds is low.

**AMCO 32% SUPPLEMENT**—is ideal for making a complete, well balanced, economical dairy ration with home-grown grains.

**AMCO 24% DAIRY**—carries the extra protein needed where the roughage is low in protein, such as timothy.

**AMCO 20% DAIRY**—is recommended where legume or good mixed hay is fed.

**AMCO 12% FITTING RATION**—is the correct feed for growing calves, dry cows, and bulls.

AMCO mixes seven open formula dairy rations, ranging from 12% to 32% in protein content. See your nearest Amco Agent for favorable prices on these feeds.

DISTRICT OFFICE  
MUNCY, PA.



### Livestock Feeds Outlook Report Indicates Shortage in Supplies

Adjustments and widespread economies in livestock feeding this fall and winter will be necessary to offset somewhat the deficiency in feeds as a result of the drought, according to a feed outlook report issued recently by the Bureau of Agricultural Economics, United States Department of Agriculture.

Considering the shortage of supplies, prices for feeds are now relatively low. As the heavy feeding season advances, the shortage of supplies will be more keenly felt and somewhat more than the usual seasonal rise in feed prices is likely to occur, especially in the latter part of the season. Wherever possible farmers will find it profitable to determine their feed requirements now and take advantage of the present low prices of most feeds, the report indicates.

"Heavier feeding of straw, fodder, and other roughages will likely occur to supplement the shortage of hay and pastures," says the report. "In the case of feed grains some adjustment will be made by marketing hogs at lighter weights, by feeding fewer cattle for market and these for shorter periods, by the greater use of wheat as feed, and by reducing the grain ration for stock animals of all kinds."

The bureau estimates that supplies of feeds for the 1930-31 season are the smallest since 1901. The total tonnage of feed grains is computed at 82 per cent of the five-year average, and hay supplies at 88 per cent of average. The production of commercial feedstuffs will probably exceed the average, according to the bureau, but will not differ much from that of last season.

### Report of the Field and Test Dept., Inter-State Milk Producers Association

The following statistics show the average operations of all the Inter-State Milk Producers' Association field men in connection with testing, weighing and general membership work, for the month of July, 1930:

No. Test Made	7679
No. Plants Investigated	44
No. Membership Calls	165
No. Calls on Members	189
No. Herd Samples Tested	298
No. New Members Signed	55
No. Cows Signed	331
No. Transfers Made	19
No. Meetings Attended	7
No. Attending Meetings	222

### Provide Dairy Feed

As a result of the short corn crop, many silos will be only partially filled this fall. If the corn is dry, water should be added to prevent possible loss. Other crops, such as grass or clover, may be used to supplement the corn crop for silage. Almost any crop that cattle will eat when it is green can be made into satisfactory silage.

### Horace F. Temple Printer

Bell Phone No. 1  
WEST CHESTER, PA.

FOR SALE—"SELECT DAIRY ALFALFA" Clover, Timothy and Clover Mixed. Delivered prices quoted. Prompt shipment. JOHN DEVLIN HAY CO., 192 N. Clark Street, Chicago, Illinois.

### FARM WANTED

Wanted to hear from owner having farm or unimproved land for sale. John Black, Chippewa Falls, Wisconsin.

## WELCOME

That your stay in Philadelphia will prove a happy one, is our sole ambition. The Benjamin Franklin will be the headquarters for the annual convention of the Inter-State Milk Producers' Association. To serve you in the future as we have in the past with the hospitality that has made Philadelphia famous, will be our desire when you come to Philadelphia's finest hotel.

1200 Rooms  
1200 Baths



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Double rooms 4.50 5.00 6.00

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Perfected to every bull in both  
part and instant. It is  
bred just the same. The  
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Write Today For All Facts

Spencer Brothers, Inc., Savona, N.Y.

Uncle Ab says that all set-backs are  
merely temporary to the man who is going  
somewhere.

### Is Your MANURE PILE Leaking Dollars?



Manure stored in an open barnyard loses more than half its fertilizing value by seepage, according to tests made by the New Jersey Agricultural Experiment Station.

"At present prices of crops, manure has produced crop increases equal to about \$4.00 per ton of manure applied," reports the Purdue University Agricultural Experiment Station.

### Use ALL of Your Manure Build a Concrete Manure Pit

A concrete manure pit saves enough fertilizer in one year to pay for itself.

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Please send me your free booklet on Concrete Manure Pits.

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### COWS

150 herds to  
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in Tioga Co., 50 in Bucks Co.,  
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Double tested (T. B. and Abortion)  
and sold subject to both retests.  
For appointment to tour these  
herds, write or phone Dr. J. N.  
Rosenberger, 431 S. 51st Street,  
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### "CHOICE DAIRY COWS" FOR SALE AT FREEHOLD, N. J.

One or a carload—Tuberculin tested  
Holsteins, Guernseys and Jersey. Fresh and close  
springers. Rates guaranteed and delivery.  
See or write.

JACOB ZLOTKIN  
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### Private Sale of Cows

Registered Jerseys. Some with Gold  
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test for Abortion, but have been for  
several years dropping full time  
living calves. Will sacrifice them for  
want of stable room to house two  
herds. For details write Box No. 78,  
Gillett, Bradford, County, Pa.

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Tell me what you are most  
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YOU MONEY.  
Winthrop W. Dunbar  
Box 2, Forestville, Conn.

# what's your cow's 'horse-power'?

WHAT CAN SHE DELIVER?  
What she is producing, is one thing—but what she CAN produce, is another! The difference is in care and feeding!

Feeds make milk in proportion to their feeding value. Some feeds are poor producers—some are good for a time—BUT—only a feed that's made to produce SUSTAINED PRODUCTION can show you what your cow's limit is—what she CAN do!

### Larro Dairy Feed!

Larro is made to produce full production throughout the lactation period. It is made to produce HEALTH to sustain its higher production. It is made to keep cows free from udder troubles, "off-feed" conditions, constipation, lost quarters, etc. It is made in the only feed mill in the world that can make and does make a feed ALWAYS THE SAME—so that each sack is able to do exactly what the formula has been proved to do!

Put your cows on this full capacity—full profit now! Get out of them every cent you can—in milk—in health—in Larro's higher profits! You'll find they CAN do more—develop more milk-producing "horse-power" than you ever thought possible.

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Capacity .....	Serial No. ....	Motor No. ....		

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**Let a McCormick-Deering All-Purpose Engine Do Your Work!**



100 lbs. Corn Meal Equals 140 lbs. Ear Corn

Come to our store and see this fine All-Purpose engine. Run it—compare it with any engine you ever saw or owned. See the heavy-duty construction, enclosed crankcase, Wico magneto, fuel-saving speed governor, replaceable cylinder, etc., and get our attractive prices. Four sizes: 1½, 3, 6 and 10 h.p.

**Corn Shellers**

McCormick-Deering Corn Shellers are made in six styles and with capacities from 4,000 bushels down to the limited output of hand shellers. They do a clean job of shelling and deliver the corn in fine condition for seed, feed, or market, with a minimum expenditure of power, labor, and money.



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WRITE THIS OFFICE FOR INFORMATION, OR SEE YOUR LOCAL DIRECTOR FOR INFORMATION OR FOR MEMBERSHIP BLANKS

Inter-State Milk Producers' Ass'n  
219 N. Broad St., Philadelphia

# INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, INC.

West Chester, Pa., and Philadelphia, Pa., N.

October, 1930

No. 7

Vol. XI

CONSIDER WHEAT IN FEED RATIONS

At Present Prices It Should Form Part of the Mixture for All Kinds of Live Stock

By F. B. MORRISON, Cornell University

Wheat is now a cheap feed, says F. B. Morrison, head of the animal husbandry department at Cornell University, Ithaca, N. Y., who has recently received many inquiries from farmers and from feed dealers and manufacturers about the actual value of wheat for stock feeding. Speaking over WEAI, the Cornell

that of corn, because it is profoundly influenced by the climate where the wheat is grown. For example, the average protein content of wheat grown on the Pacific coast is only 9.9 per cent, while that grown in the northern wheat belt of the plains states is 13.5 per cent. While wheat excels in protein content,

The twenty-fourth National Dairy Exposition was held in The Arena, St. Louis, Missouri, October 11th to 19th, 1930.

This year, at the second exposition that has been held in St. Louis, nearly 1600 head of dairy cattle were exhibited.

These animals were naturally of a quality to delight the eyes of any owner

breed of cattle that has developed, due in a measure to its quality of milk. The exhibits of the Brown Swiss cows and bulls, expressed, we believe, a great improvement in the character of the type of the animals shown in this breed. Breeders are apparently getting away from the beefy type of cattle of a few years ago



GRAND CHAMPIONS, NATIONAL DAIRY EXPOSITION, ST. LOUIS, MO., 1930  
(1) Sir Fobes Ormsby Hengerveld, Grand Champion, Holstein Bull, Elmwood Farms, Deerfield, Ill.; (2) Fernbrook King Coxsackie, Grand Champion, Guernsey Bull, George M. White, Coxsackie, N. Y.; (3) Miss Lassie Ormsby, Grand Champion, Holstein Cow, G. E. Griffith, Big Cabin, Okla.; (4) Fernbrook King Coxsackie, Grand Champion, Jersey Bull, Twin Oaks Farm, Morristown, N. J.; (5) Blonde's Cunning Mouse, Grand Champion, Jersey Cow, J. S. Ellsworth, Simsbury, Conn.; (6) Willerton Satisfaction, Grand Champion, Ayrshire Bull, Alta Crest Farm, Spencer, Mass.; (7) Mouse Valley Minute, Grand Champion, Guernsey Cow, Boulder Bridge Farm, Excelsior, Minn.; (8) Third Part Madge, Grand Champion, Ayreshire Cow, Sycamore Farms, Douglassville, Pa.

radio station recently, he adds that usually the relative price of wheat is above that of other cereals considering its value. This is, of course, because wheat is the leading bread grain. Only at infrequent intervals, does the price of wheat reach a level, compared with the prices of other cereals, which makes it a cheap livestock feed.

#### Composition of Wheat

Wheat is high in starch and low in fiber, and rivals corn in these respects. The chief difference between wheat and corn are in amounts of protein and of fat. Wheat is decidedly richer in protein than is corn, and contains, on the average, 12.4 per cent crude protein, to 9.6 per cent, in dent corn. The protein content of wheat varies much more, however, than does

corn contains much more fat or oil than does wheat, the average percentage of fat being 2.1 per cent in wheat, and 4.8 per cent in corn. This richness of corn in fat or oil is one reason why it is so well liked by stock.

Its concentrated nature and lowness in fiber makes wheat rank high in total digestible nutrients. Wheat, on the average, provides 80.1 pounds of digestible nutrients for each 100 pounds; in comparison with 81.7 pounds for corn, 79.4 pounds for barley, and 70.4 pounds for oats.

#### Compare Grains by Weight

In comparing the economy of the different grains, the feeder must compare the prices by hundred weight or by ton. (Continued on Page 9)

or student of fine dairy cattle and supplied an unusual opportunity for an excellent study of the true dairy types of all of the leading breeds in this country.

In point of numbers the Holstein-Friesians led, headed by "Sir Fobes Ormsby Hengerveld", who has been grand champion of the breed at the national exposition for the past five years, with the Jerseys, Guernseys, Brown Swiss, and Ayrshires, following in the order named.

It was interesting to note that the Brown Swiss breed was represented by a total of 117 head. Interesting in fact, when it has been considered that the Brown Swiss was rather more of a dual purpose breed than the true dairy type. This we believe reflects the growing interest and increasing demand for a

and are now developing a distinct dairy type, but one that at the same time maintains the strong rugged characteristics of the Brown Swiss breed.

In point of type and uniformity, we doubt very much if any breed can compare, on the whole, with the Ayrshires. In support of this view, we note in the "Get of Sire" class, that the four daughters of "Pennhurst Man O' War" were exhibited by "Sycamore Farms", Douglassville, Pa., as outstanding cows of the breed for type and uniformity.

**The Arena Show Rings**  
It would be difficult to imagine a more ideal group of buildings for the dairy exposition than has been developed at St. Louis. It is superb in every respect

(Continued on Page 2)

## MOTORING THROUGH DAIRY SECTIONS OF WISCONSIN

By R. W. BALDERSTON

Southern Wisconsin impresses the visitor motoring through as being an old, established, settled, prosperous dairy country. The well-kept buildings are surrounded by trees which have grown to full proportions and furnish adequate wind-breaks from the severe north and west winds which sweep across the hills in the winter time. Practically all the dairy herds, either pure bred, or grades, showing a predominance of one of the dairy breeds.

It is evident that, for the most part, the farmers depend on the milk check as the major farm income and direct their farm enterprises toward making this check as large as possible. Therefore, the silos, the alfalfa field and the pastures of mixed grasses or sweet clover are seen on almost every farm. The fields of small grains are largely oats and barley to be used for winter feed.

One passes through the north and west after leaving the region around Milwaukee and Madison, it is evident that dairying has not been practiced quite so long, and when one reaches Barron County there is a newness around the farm buildings, which together with occasional stump-filled pasture fields, denotes the presence of a more recent development of the dairy industry.

The visitor from Philadelphia is inter-



MODERN TO THE LAST DEGREE  
New Dairy Buildings Are to be Seen All Over  
the Newer Sections of Wisconsin and  
other Mid-west States

growth timber and fields where reforestation would be a blessing since the land has been denuded by lumber men or forest fires and is practically useless.

Here and there are indications that efforts have been made to farm this land in the past but it is rapidly going back under nature's hands into a state of comparative uselessness. In some places are evidences of intelligent reforestation and where a splendid growth of trees of various kinds will soon be a delight to the eye and the woodman's heart.

This region, like others farther East, is an evidence of what happens when, after discouraging attempts, man moves on to more fertile lands and easier conditions in other communities.

In driving through a similar district in Minnesota, I was told that many townships had practically ceased to exist as organizations, finding themselves unable to keep up county schools or roads; the township officers had shut up shop and the farmers had sent their children to the nearest village schools and the roads for the most part were left to take care of themselves.

Such conditions make one sad when one sees them no matter where located, but with the present abundance of farm products in our American markets, it is evident that at least for some time to come such regions are not needed for agriculture and will be doing a splendid service in growing trees for future generations and harboring game in the woods and fish in the lakes to serve as a perpetual playground for the people.

In this county you will pass one farm with splendid new buildings, evidently not more than four or five years old; on the next farm will be a new barn with an old house; and perhaps on the next farm will be preparations for replacing the very meager barn, all that was necessary for grain farming, and erecting a modern dairy barn capable of housing twenty or thirty head of milk cows.

This county, while gently rolling, is very easily farmed. The land is quite fertile and the landscape is exceedingly attractive since dotted here and there are beautiful lakes with pasture fields coming down to the water's edge.

Barron county is an example of what



Creamery Plant of the Cameron Creamery Co.  
(Abbott's Dairies, Inc.) where Philadelphia  
gets some of its Cream Supply

The latest estimate of the commercial apple crop of Canada for 1930 places it at 2,990,109 barrels, of which 1,389,712 barrels will come from British Columbia; 898,000 from Nova Scotia; 537,172 from Ontario; 134,000 from Quebec and 30,625 from New Brunswick.

### Protect Farm Tools

Rust and ruin seek what they may destroy. Have you housed the farm tools which have served their purpose for the present season? Some farmers have learned, much to their loss, that the weather wears out a machine faster than ordinary careful usage.

### REQUEST FOR HOTEL ROOM RESERVATION

The Association has arranged for special hotel facilities at the annual meeting hotel headquarters, the Benjamin Franklin Hotel, 9th and Chestnut Streets, Philadelphia.

These reservations should, if possible, be made through the offices of the Inter-State Milk Producers' Association, 219 N. Broad St., Philadelphia.

The special rates for rooms, without bath, range from \$2.50 to \$4.00 per day per person; as follows:

For the accommodation of groups of 4, 5 or 6 persons, in connecting rooms, with bath—the rate is \$2.50 per day per person.

Double rooms, with bath, \$3.00 per day, per person.

Single rooms with bath, \$4.00 per day.

Inter-State Milk Producers' Association  
219 N. Broad St., Philadelphia, Pa.

Please reserve accommodation at the Benjamin Franklin Hotel, for Annual Meeting at \$2.50  \$3.00  or \$4.00  per day. (Check rate desired.)  
Check day of arrival—Nov. 17th  Nov. 18th

Number in Party.....

Name.....

Address.....

## NATIONAL DAIRY EXPOSITION ST LOUIS, MO.

(Continued from Page 1)

and particularly well adapted for its purpose.

The Arena is of sufficient size to permit of the judging of four different classes of animals or breeds at any one time. Such groups of animals may easily number 50 in any class. It has ample seating capacity. The space below the tiers of seats is utilized for display, usually for commercial or educational purposes.

The cattle barns are clean, well lighted and ventilated, and the stalls are of ample number, in fact, to house more cattle than were at the show.

The show grounds provide ample parking space for automobiles. Here one can see parked during the show, automobiles from practically every dairy state in the Union as well as from Canada.

At these shows an excellent opportunity is provided to rub elbows with dairy minded people from all over the country.

**Boys and Girls Club Work**

In the 4-H club contests over 280 animals were exhibited. These clubs are doing a wonderful work in developing and training our future dairymen and dairy women. Through this work a strong

feeling of brotherhood and cooperation is developed.

**Poultry and Rabbit Show**

A large and very complete poultry show was held in connection with the dairy show. There was a large variety of birds and the exhibit was exceptionally fine. The rabbit show was the largest we have ever seen.

**Horse Show**

Last, but not least, in point of interest at the Exposition was the Horse Show. Here the lovers of horses found every variety of fine animals in many classes from the smallest Shetlands in the miniature carts to the coach types, their "coach and four."

Truly the whole show was most impressive and interesting, not to the dairy man alone, but to the layman, as well, who was able at least to learn what it was about and to teach him of the value of dairy products in his daily diet.

**Guess Work Fails in Picking Best Cows**

Guessing by her looks what a dairy cow can do at the milk pail is a difficult task, 37 dairymen learned at the recent Centre County Farmers' Field Day at State College.

In an attempt to place eight mature cows in the order of their yearly production ten farmers failed to place a single cow where she belonged. The best anyone did

was to put two cows in the correct place.

Although eight dairymen picked the highest producer and three guessed the lowest cow, five put the best cow last and five picked the lowest cow for first place.

Guesswork proved to be a poor substitute for the scales and Babcock test, according to A. L. Beam, of the College Dairy Department.

**PROXY FOR STOCKHOLDERS**

### OFFICIAL NOTICE

## FOURTEENTH ANNUAL MEETING OF THE STOCKHOLDERS

OF THE

## Inter-State Milk Producers' Ass'n

Tuesday and Wednesday, November 18th and 19th, 1930

At the Benjamin Franklin Hotel

9th and Chestnut Streets, Philadelphia, Pa.

### BUSINESS SESSION, TUESDAY, NOV. 18th, at 10.00 A. M.

In accordance with the By-Laws, the Stockholders of the Inter-State Milk Producers' Association will meet at the Benjamin Franklin Hotel, 9th and Chestnut Streets, Philadelphia, Penna., Tuesday morning, November 18th, 1930, at 10:00 A. M., for the purpose of filling vacancies in the Board of Directors, Hearing Reports of Officers and for the transaction of such business as may be necessary.

H. D. ALLEBACH, President

J. RALPH ZOLLERS, Secretary

### PROGRAM

10:00 A. M.—Election of Directors

Reports of Officers and Auditors

Report of Field and Test Department

2:00 P. M.—President's Annual Address

Discussion of Market Conditions

Address by Hon. Arthur M. Hyde, United States Secretary of Agriculture

### SPECIAL PROGRAM FOR THE VISITING LADIES

Tuesday, November 18th, at 10:00 A. M.

### SOME NEW FEATURES

### ANNUAL BANQUET

BENJAMIN FRANKLIN HOTEL

NOVEMBER 18th, 1930, at 6:00 P. M.

14th Anniversary Program Special Entertainment New Dairy Council Play

BANQUET TICKETS, \$2.50

### WEDNESDAY, NOVEMBER 19th, 1930

8:00 A. M.—Visits to Local Milk and Ice Cream Plants

10:30 A. M.—General Public Session.

Visits to Offices of the Inter-State Milk Producers' Association and Philadelphia Inter-State Dairy Council.

Address by Hon. James C. Stone, Member Federal Farm Board

### PROXY FOR STOCKHOLDERS INTER-STATE MILK PRODUCERS' ASSOCIATION

INCORPORATED 1917  
A DELAWARE CORPORATION

### PROXY STOCKHOLDERS' MEETING

#### Know All Men by These Presents

That I, the undersigned, being the owner of

constitute and appoint

my true and lawful attorney in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Benjamin Franklin Hotel, 9th & Chestnut Sts., Philadelphia, Pennsylvania, on Tuesday, the Eighteenth day of November, 1930, and on such other days as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this

day of

, 1930

Witness:..... (SEAL) .....

..... (SEAL)

## INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.  
August A. Miller, Editor and  
Frederick Shangle, Advertising Manager

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under the Act of March 3, 1879."



Continued drought conditions have existed in practically every county in the Philadelphia Milk Shed. Since October 1st occasional showers fell in some sections, but there has been a total lack of any general heavy rainfall during the month. Unsatisfactory pasture conditions in this area continue and conditions generally are even worse than they were a month ago.

In the vicinity of Philadelphia, light showers fell on October 14th, and near the close of the month, but this had little effect on the volume of water in streams or wells.

There is still a very great shortage of water in the wells and streams in many sections of the milk shed and many farmers are continuing to haul water for their stock.

With the shortage of forage crops generally, new feeding programs for dairy cattle are being introduced, but this in many cases is an expensive undertaking.

It's time to begin thinking and planning. The Pennsylvania Farm Products Show for 1931 will open in Harrisburg, January 19th, 1931 and it will be housed in its brand new Farm Products Show Building, a one and a half million dollar structure, in which all the show features themselves will be housed. There will be nine and one half acres of floor space—all under one roof.

The judging pavilion is located within the great show building itself. In the evening special features will be shown in the judging ring.

The annual conventions of the various state wide agricultural organizations will be held, largely within the show building, during the period of the show.

Begin making your plans now so that you will be able to attend this great exhibit and education meeting. It will, we believe, be well worth your while and keep you in touch with present day features in agriculture.

The annual meeting of the Inter-State Milk Producers' Association, Inc. will be held at the Benjamin Franklin Hotel, Philadelphia, Pa., November 18th and 19th, 1930.

This will be the association's 14th annual meeting and, as usual, be our members own meeting. Delegates from practically every Local Unit of the Inter-State territory will be in attendance, as will also a large number of our individual membership.

This meeting will be one where not only the reports of officers covering our operation during the past year will be presented but will include a discussion of many of our future plans and programs.

## MARKET CONDITIONS

H. D. ALLEBACH

Every member of the association should attend this meeting, or be duly represented. Take part in the discussions, participate in the election of directors, whose terms have expired and assist in the formulation of future plans and programs.

The dairy farmer is a business man himself and should participate in the affairs of his co-operative organization. He should lend the officers and directors his counsel and support. The dairy industry is an important factor in our agriculture and its future progress needs careful consideration. To this movement, the dairy farmer should contribute his full support and co-operation.

The meetings on the whole, will present, beside the business features, many other programs of interest to the dairy farmer. There will be visits to local milk distribution plants, etc.

The visiting ladies will be entertained at the Benjamin Franklin Hotel. There will be an educational program, luncheon will be served and trips of interest will be planned for them. They will also attend some of the meetings of the delegates and members.

The annual banquet of the association will be held on Tuesday, November 18th, at the Benjamin Franklin Hotel. Here producers, consumers, distributors and guests will gather and with a spirit of good fellowship, sit down at a common table, enjoy a good dinner, hear addresses from outstanding leaders in the industry and also be entertained by new Dairy Council presentations (of course the Dairy Maids Chorus will be one of the features.)

The meeting on the whole, while not being elaborate, will present a general educational program, not only from the standpoint of the association work alone, but from the broader education of the necessity of producing a satisfactory milk supply which will encourage the greater consumption of wholesome dairy products by an interested consuming public.

The butter situation has improved considerably over that of last year at the time but we are still having quite a bit of butter in cold storage yet the price is lower than last year at this time.

Cold storage holdings of butter as of October first, reported by the U. S. Dept. of Agriculture on October 14th, showed an aggregate of 130,753,000 lbs., as compared to 158,541,000 on the same date one year ago, or a reduction of 27,783,000 lbs. The five year average storage holdings on the same date aggregated 134,704,000 lbs.

While this surplus appears heavy the report was generally construed as being favorable as the trade believed that the figures would be even higher, reaching probably 28,500,000 to 30,000,000 pounds less on hand than in the parallel period a year ago. A further analysis of the situation shows that holdings were 3,951,000 lbs. below the average holdings on the same date for the past five years.

Stocks of 40% cream in cold storage on October 1st aggregated 288,000 forty quart cans as compared with 328,000 one month ago while holdings of 20% cream were shown at 11,000 forty quart cans as compared to 15,000 such cans one month ago.

Cheese production in October 1930 of all kinds aggregated 103,707,000 lbs. as compared to 102,849,000 during the same month last year.

The average price of 92 score butter, solid pack, N. Y. C. upon which the price of surplus milk for October was computed was 40 cents per pound.

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## Hear Them at Our Annual Women's Meeting

Dr. Hannah McK Lyons

Dr. Lyons needs no introduction to the readers of the "Review", being well known from one end of the territory to the other.

During the past spring and summer Dr. Lyons, together with the editor of the "Home and Health" page, visited in rural homes in Pennsylvania, New Jersey, Delaware and Maryland, meeting and talking with our own Association women about their interests and problems. Dr. Lyons will give a bird's-eye view of this survey.

Mrs. Ralph T. Crowell

A city woman who married a farm man—such is Mrs. Crowell. How the young couple tackled hard knocks from poor farming soil, bad fruit crops, and how they started one of the most successful roadside markets in this section with a can of milk—is the story Mrs. Crowell will have to tell. And she'll somehow make you feel that it has all been very worth while, and that she wouldn't go back to the city for anything.

Dr. Henrietta Calvin

State-wide experience in directing the teaching of home economics in Kansas and Oregon, followed by nation-wide experience in the United States Bureau of Home Economics has given Dr. Calvin ample insight into what farm home-makers are up against in feeding and clothing their families. Dr. Calvin, in addition to being the grandmother of several husky small farmers holds the post of Director of Home Economics in the Philadelphia Public Schools.



Miss Venia M. Kellar

Maryland holds the leadership in gathering its farm women together at its state university in great hordes. Six hundred were registered this past summer for a week of study and fellowship during a "Rural Women's Annual Short Course". The person who has been responsible for building up this tremendous source of inspiration and helpfulness has been Miss Kellar. Down in Maryland it's a casual matter to be an alumnae of the Short Course with a four-year record of attendance behind you, while if you've never been, you don't speak of it. The farm women of the state are now talking of having their own building on the university campus as a memorial to what Miss Kellar has brought into their lives.

# HOME and HEALTH

## YOU WILL NOT WANT TO MISS THE FEATURES FOR THE WOMEN

AT THE

### 14th Annual Meeting

#### INTER-STATE MILK PRODUCERS ASSOCIATION WOMEN'S OWN PROGRAM

Tuesday, November 18th, 10 o'clock

BETSY ROSS ROOM

BENJAMIN FRANKLIN HOTEL

#### PROGRAM

##### "What Our Own Women are Thinking and Doing"

Dr. HANNAH MCK. LYONS, Philadelphia Inter-State Dairy Council.

##### "The Business of Running a Roadside Market"

MRS. RALPH T. CROWELL, Sunnyside Farm Roadside Market, Buckingham, Penna.

##### "The Value of Group Thinking"

DR. HENRIETTA CALVIN, Director of Home Economics, Philadelphia Public Schools.

##### "The Marriage Shoppe"

A new play by "Happy" Goldsmith, presented by the Dairy Council.

#### THE WOMEN'S LUNCHEON

Tuesday, November 18th, 12:45 o'clock

BENJAMIN FRANKLIN HOTEL

#### LUNCHEON SPEAKER

MISS VENIA KELLAR, Home Demonstration Agent, University of Maryland

#### General Meeting of Inter-State Milk Producers' Association

Tuesday, November 18th, 2 o'clock

BENJAMIN FRANKLIN HOTEL

#### ANNUAL BANQUET

Tuesday, November 18th, 6 P. M.

14th Anniversary Program with Special Entertainment.

#### WOMEN'S TOUR

Wednesday, November 19th

To points of interest in Philadelphia—Leaving Benjamin Franklin Hotel at 8 A. M.

#### Open Meeting of the Inter-State Milk Producers' Association

Wednesday, November 19th, 10:30 A. M.

#### WOMEN'S HOSPITALITY COMMITTEE

Mrs. Robert F. Brinton, Chairman; Mrs. A. B. Waddington; Mrs. H. D. Allebach, Mrs. F. M. Twining, Mrs. Frederick Shangle, Mrs. C. I. Cohee, and Mrs. I. Ralph Zollers

November, 1930

MILK PRODUCERS REVIEW

Page 7

## Thanksgiving Then And Now



### If You're Coming to the Annual Meeting

"Information desk" in the room will be true that our Thanksgiving Days Association registrations are made with but much of the spiritual nature at your service, as a meeting place which was so long the real purpose of you with your family, for directing your day? We cannot explain this by various shopping points, as well as in saying "times have changed." Is it any playing any details as to meetings, as beneficial or well-mannered to be thankful now in 1930 than it was in

There were so many requests for repetition of the lunch-box demonstration given at last year's annual meeting, that we have dropped a bit of the old story of the day, snuffed out the some-lunch exhibit displayed in the Betsy Ross Room, where the Women's Meeting will be held.

This year forget the "fashionable" way of observing Thanksgiving and make it a real old-fashioned one with all of the family invited, for this is surely the day which should be spent with those to whom we are bound by ties of blood.

You may not enjoy the ways of some of the relatives nor agree with their opinions, but will it not be good to relax with those, who really know you, love and believe in you still; and to hear of old friends in distant places?

But do not become a tired hostess, else no matter how exquisite your dinner, your guests will not enjoy it. It is more gracious hospitality to serve a simple meal and be able to be interested in your guests. They will then remember you and the charm of your dinner as well.

Long before the appointed day you can begin your preparations, nuts can be salted, mayonnaise made. Place-cards made with conundrums, or clever sayings will start conversation rolling. Your prettiest linens, the curtains, best silver, all can have early attention. You will have made your list of guests, planned the menu and also the table decorations. This is one of the few times when deep color will look well on the table. A fruit center piece of old fashioned fruit, red apples, oranges, pears, grapes, may be used, and a string of cranberries made as a necklace for the turkey.

Other things must be done nearer the time; cranberries jellied or perhaps a salad jellied, and the turkey cleaned and stuffed the day before. Even the vegetables can be pared and left in cold water. When the day is over you will be surprised at the ease with which you served Thanksgiving Day dinner, and how much time you spent with your guests. The charm and success of the program thrilled all. —Auntie had helped and one of the fine old Thanksgiving stories of two hundred years ago was told. The children loved dressing for the tableau. Here are the lines:

"This is Priscilla, so dainty and sweet,  
This is John Alden, and now they will meet.  
This is Miles Standish, brave, fleet and hearty,  
Who led his many daring men to their hard party.  
These are the Puritans, bravely they go  
To church, these good people, thru' rain, shine  
and snow.  
And see these red Indians; once they lived here,  
And here the buffalo, bear and wild deer.  
They all stand before you, quite gravely to say,  
We hope you'll be thankful on Thanksgiving Day."

With such simple home ways, we may teach our children the true meaning of Thanksgiving, past and present. This country of ours is rich in beautiful old customs which we should continue to hand down. Our forefathers' splendid courage and resourcefulness should be known and revered by our children. Times may have changed, but the basic needs of the happy, growing soul of a child can never change, and we are failing in our parenthood if, through ignorance or carelessness we fail to teach our children to work, to co-operate, and to worship.

Mrs. A. B. WADDINGTON,  
Woodstown, N. J.

Apple Cake  
1/4 c. butter  
1/2 c. sugar  
1 egg well beaten  
Filling Chow  
24% COW CHOW  
20% COW CHOW  
34% COW CHOW  
Purina Cow Chow  
Calf Chow  
Purina Cow Chow  
Lamb Chow

Sweeten, and cover fruit with batter made of above ingredients. Bake and serve from baking dish while hot, with good cream.

Mrs. MARY N. FAWCETT,  
Brandywine Summit, Penna.

Make delicious fruit butter by combining apple pulp with that of apricot, blueberry, grape, peach or plum. The apple pulp expands other fruits without materially affecting their color and flavor.

Shears are very useful in salad making. Use them for shredding the lettuce leaves or other greens too large to be left whole, and to cut fruits and vegetables.

Illustration of a large pot of milk being heated on a stove.

## Where the STORY of FEED is TOLD!

TWO STREAM OF MILK...flowing from udder to pail...there's the story of feed...there's the milk-making story of Purina Cow Chows. This is so, because milk is made of feed and Purina Cow Chows are built to make milk. You find the proof of Purina Cow Chow goodness in the recent national farm-to-farm feed survey of 18 months...a survey of 505,536 cows...a survey covering the 48 states and Canada...a survey conducted by 870 men...a survey still going on.

It reveals that in the average 100 pounds of Purina Cow Chows there are 16 more quarts of milk than in the average bag of more than 130 other feeds. This bag of Purina Cow Chows costs an average of 23 cents more than the average bag of these other feeds. 16 quarts for 23 cents...this is the extra you get from a bag of Purina Cow Chows.

When you buy feed for your cows you are buying milk in a bag. Consider, then what a bargain you get in a 100-pound bag of Purina Cow Chows...113 quarts of milk...all in 100 pounds of feed and the roughage that goes with it. 16 of these quarts are extra...16 quarts that show up in the pail at milking time...16 quarts which are made for 1.4 cents per quart. What a bargain! A bargain that comes in every Checkerboard Bag...a bargain that becomes your bargain when Purina Cow Chows become your feed. Purina Mills, 854 Gratiot Street, St. Louis, Mo.



#### Philadelphia Inter-State Dairy Council

Gen'l Office, Flint Building Philadelphia

A co-operative movement established for the dissemination of information and public relations pertaining to the production and distribution of dairy products and their food value in nutrition.

Affiliated with the National Dairy Council

Dr. Clyde L. King, President  
H. D. Allebach, Vice President  
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*Is a Scientific Lamp of a Hundred Uses  
NOW USED BY THOUSANDS SUCCESSFULLY*

99 out of 100 are in need of this Lamp, sooner or later. ORDER  
YOURS NOW AND BE PREPARED!!!

YOUR LIFE AND HAPPINESS MAY DEPEND ON IT  
If you are suffering with Rheumatism, Backache, Lumbar, Colds in the chest, Tonsilitis, Catarrh, Neuralgia, Hay Fever, Asthma, Sinus Trouble, Indigestion, Stiff Neck, Acne (Boils), Sprains, or any of the other kindred troubles. The DERMA "HEALTH-RAY" LAMP WILL BRING YOU QUICK RELIEF.

Order a Lamp Now  
while Only \$5.95  
SEND ONLY 10¢  
FOR THE NEXT  
30 DAYS ONLY

**SPECIAL LOW PRICE \$5.95 FOR THE NEXT 30 DAYS ONLY**  
FILL OUT COUPON AND MAIL TO  
THE ULTRA VIOLET LAMP  
MFG. CO., Dept. B-9, 3rd Ave., PITTSBURGH, PA.  
Enclosed find sum of \$1.00, kindly rush  
one complete DERMA "HEALTH-RAY"  
Clamp model Lamp, to the following address.  
will pay mailman balance, \$4.95 plus mailing charges.

Name \_\_\_\_\_ City \_\_\_\_\_  
Address \_\_\_\_\_ State \_\_\_\_\_  
Am suffering with \_\_\_\_\_  
Please send me free advice with your complete catalogue.

**MONEY BACK GUARANTEED**  
WITHIN 30 DAYS IF NOT SATISFIED  
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Rooms all outside and with  
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## COWS

150 herds to select from. 100 of them  
located in Tioga, 50 in Bucks County,  
Pa. Double tested (T.B. and Abortion)  
and sold subject to both tests. Above  
all else is health, combined with pro-  
duction. For appointment to tour  
these herds, write or phone

DR. J. N. ROSENBERGER  
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Phone Allegheny 3229

## Inter-State "A" Milk Price Standards\*

Shippers of A Milk to Receiving Stations during the months of May, June, July, August, September, and October, having an average bacteria count for the month of 10,000 bacteria or less, and a bonus of 40 cents per hundred pounds and a shipper with an average count of more than 10,000 and less than 50,000, shall receive a bonus of 25 cents per hundred pounds. During November, December, January, February, March, and April, the above bacteria bonuses are not to be paid to those producers only, who have received bonuses during three of the previous six months. Producers mentioned, provided that at least one of those three months be July or August. Producers, in any of the months above mentioned, qualifying during the months of November, December, January, February, March, and April for "A" milk bonuses as above described, shall be paid a bonus of 25 cents per hundred pounds for a bacteria count of 10,000 or less and 15 cents per hundred pounds for a bacteria count of more than 10,000 but less than 50,000. Shippers of A Milk to Terminal Markets during the months of May, June, July, August, September, and October, having an average bacteria count for the month of 30,000 bacteria or less, shall receive a bonus of 40 cents per hundred pounds, and a shipper with an average count of more than 30,000 and less than 40,000, a bonus of 25 cents per hundred pounds. During Nov., Dec., Jan., February, March, and April, the above bacteria bonuses shall be paid to those producers only who have received bonuses during three of the previous six months. Producers mentioned, qualifying during the months of November, December, January, February, March and April for "A" milk bonuses as above described, shall pay a bonus of 25 cents per hundred pounds for a bacteria count of 30,000 or less, and 15 cents per hundred pounds for a bacteria count more than 30,000 and less than 40,000.

\*See page 5 for detailed prices.

## Farm Wages Show Marked Decline

Farm wages on October 1st were at the lowest level since January, 1923, because of poor crop prospects, farm products price declines, and the fact that the supply of farm hands is more than 40 per cent in excess of the demand, according to the Bureau of Agricultural Economics, United States Department of Agriculture.

The Bureau says that the excessive supply of farm hands is a reflection of the continuance of the present extensive business depression which has scattered unemployed industrial workers throughout agricultural sections in search of a livelihood. The supply is in excess of the demand in all geographical sections, ranging from an excess of 24 per cent in the North Atlantic States to 49 per cent in the South Central States.

The combined index of farm wages on October 1st is placed at 150 per cent of the 1910-14 pre-war level. This is a drop of 10 points since July 1st this year, and a drop of 24 points since October 1st a year ago. Wages declined from July 1st to October 1st this year, whereas in the past five years there has been an average seasonal advance of 2.6 points during this period.

Daily wages of farm workers not provided with board now range from about \$3.50 in the Northeastern industrial States, and \$3.40 on the Pacific Coast, down to \$1.05 to \$1.15 from South Carolina to Mississippi. The North Central States show an average of \$2.60 per day, and the average for the country is \$2.12. Farm workers provided with board are receiving an average of \$1.61 per day, and the average for the month.

## Wind Velocity Judged Without Instruments

A "rule of thumb" system devised by the United States Weather Bureau enables anyone to make a fairly accurate estimate of the wind velocity, even when he is miles from a weather bureau station.

When the wind blows less than 1 mile per hour, smoke rises vertically. A wind of 1 to 3 miles causes smoke to drift but does not move a wind vane. A light wind of 4 to 7 miles makes itself felt on the face, rustles the leaves and moves a wind vane, while a gentle breeze of 8 to 12 miles an hour keeps leaves and small twigs in constant motion and extends light flags.

A moderate wind of 13 to 18 miles an hour raises dust and loose paper and moves small branches, while a "fresh breeze" of 19 to 24 miles causes small leafy trees to sway gently and forms crested wavelets on inland waters.

A strong wind of 25 to 31 miles an hour moves large branches of trees, whistles through the telegraph wires and makes it difficult to hold an umbrella open, while a wind of 32 to 38 miles velocity sets whole trees in motion and retards anyone walking against the wind.

A wind blowing 39 to 54 miles an hour is known by the Weather Bureau as a gale. When a gale does not exceed 46 miles an hour it breaks twigs off of trees and generally impedes progress, but when stronger it causes slight structural damage, blowing off chimney pots and slate shingles.

The wind seldom blows 55 to 75 miles an hour inland, but such a velocity is known as a "whole gale." When blowing at a velocity of 55 to 63 miles an hour, a "whole gale" uproots trees and causes considerable structural damage, and a 64 to 75 mile "whole gale," very rarely experienced, causes widespread damage.

A hurricane, blowing faster than 75 miles an hour, makes itself known with a fury understandable only by those who have lived through such an experience.

## Inter-State Milk Producers' Association

Incorporated  
Flint Building, 219 N. Broad St.,  
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers  
in the Philadelphia Milk Shed

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### of the Inter-State Milk Producers' Association

#### INCORPORATED

whose terms expire with the coming annual meeting of the Inter-State Milk Producers' Association to be held in Philadelphia, Tuesday, November 18th, 1930.

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Report of the Field and  
Test Dept. Inter-State  
Milk Producers  
Association

The following statistics show the average operations of all the Inter-State Milk Producers' Association field men in connection with testing, weighing and general membership work for the month of August, 1930.

No. Tests Made ..... 8031

No. Plants Investigated ..... 32

No. Membership Calls ..... 317

No. Calls on Members ..... 189

No. Herd Samples Tested ..... 247

No. New Members Signed ..... 100

No. Cows Signed ..... 780

No. Transfers Made ..... 35

No. Meetings Attended ..... 9

No. Attending Meetings ..... 936

## Consider Wheat in in Feed Rations

(Continued from page 1)

and not the bushel price. Farmers may fail to consider the great differences in bushel weights of the various grains. For example, in the northern states, where barley thrives on good soil, it commonly yields considerably more pounds of grain to the acre than oats, though it falls below oats in the number of bushels to the acre.

The small size of wheat kernels and their hardness makes it desirable to grind or crush the grain for all classes of stock except sheep and poultry. Because of its richness in gluten and starch, wheat may form a sticky mass in the mouth, and this makes it less palatable. The difficulty can be overcome by adding a suitable portion of a bulky feed like ground oats, wheat bran, dried beet-pulp, alfalfa meal, or chopped alfalfa hay.

For dairy cows, ground wheat is about equal to ground corn as proved by trials by the Maine experiment station. Similarly, in Denmark it proved fully equal to mixed barley and oats for cows.

Considering the composition of wheat and the results of these trials, says Professor Morrison, ground wheat is equal, pound for pound to ground corn, hominy feed, or barley for dairy cows. Best results will probably be obtained when wheat does not form more than one-third of the concentrate or grain mixture. Enough bulky feed should be included in the mixture so it will not be too heavy.

For fattening cattle, ground wheat is about equal to corn, pound for pound. Feeding trials at the experiment stations of Kansas, Montana and Nebraska, show this. But because wheat is slightly less palatable than corn, steers heavily fed on grain may make slightly more rapid gains on corn than on wheat.

## Wheat for Hogs and Sheep

Experiments in Kansas, Kentucky, Missouri, Nebraska, Ohio, South Dakota and Wisconsin show that ground wheat is superior to ground corn for fattening swine, and it may be used as the only grain.

Wheat is excellent for fattening lambs and is about equal to corn and slightly better, pound for pound, than barley. For feeding sheep and lambs, it is not necessary to grind or crush wheat. In three experiments at the South Dakota and Michigan stations, lambs fed wheat and hay made just as rapid gains, on the average, as others fed corn and hay. Those fed wheat required 2 per cent more grain and hay for 100 pounds gain. Wheat was worth slightly more a pound than barley.

## Wheat for Horses

Wheat is good for horses, but caution is necessary, because of the heavy, concentrated nature of the grain; so for horses, it should be ground or crushed, and enough bulky feed must be included to avoid trouble from colic. A mixture of half wheat and half oats is suitable, or 25 per cent by weight of wheat bran can be included. If oats or bran are not available, the wheat can be mixed with chopped or ground alfalfa hay.

## Wheat for Poultry

Wheat has long been popular with poultrymen, particularly as an ingredient of the scratch grain. At present prices, wheat can economically form a larger proportion than usual of poultry rations, replacing part of the corn.

Even when the price of wheat is normal, the poorer grades are economical stock feeds, particularly in the wheat-growing sections. Though unsuited for milling, such wheat may be nearly equal to high grade wheat in feeding value.

## And Now—

## Electric Barn Lighting is a "By-Product"



With the

## De Laval Magnetic Milker

IT is now possible for users of De Laval Milkers to obtain electric lighting for their barns while the milker

is in operation at no extra expense beyond that of purchasing the lights, wire, etc., which is a relatively small item. This is made possible by utilizing the surplus current from the generator on the pulso-pump of the De Laval Magnetic Milker, which is sufficient to light four special low voltage lamps. While the milker is in operation these four special lamps give a splendid light, sufficient to light the barn. During the greater part of the year the milking is done before and after daylight; therefore, the greater convenience, economy and satisfaction of this free barn lighting are readily appreciated.

## Hot Water at No Extra Cost, Another Feature

Another feature which is brought to the user by the De Laval Magnetic Milker operated by an Alpha Dairy Power Plant is hot water at no extra cost. While the Alpha Dairy Power Plant is being run to provide power for the milker, the built-in water heater heats an ample supply of water for washing the milker and other utensils immediately after milking.

In addition to the fact that this abundance of hot water costs not a cent extra is



## EGGS are the best test of a laying mash

East Liverpool, Ohio  
September 17, 1930

Gentlemen:

DO YOUR laying and breeding flocks produce smooth-shelled, well-shaped eggs, of high hatchability? And do your hens go into long, heavy production, keeping their vigor and health? If so, you are getting the kind of results that Amco Mashes give.

A good mash is essential to profitable production. A laying flock or a breeding flock needs plenty of proteins, vitamins, and minerals, in properly balanced amounts. It is the poorest kind of economy to skimp on egg-making materials, because your profits depend on eggs more than anything else.

Amco Egg Mash with Meatscraps comes up to scratch every time in producing eggs. If you have your own supply of milk, this mash will prove the most economical means you can take for profitable results. If you wish to feed milk but have no supply of your own, Amco Super Egg Mash (containing 100 lbs. dried buttermilk per ton) should be used. It contains an ample supply of this ingredient in its most practical form, and is designed to maintain body weight and vitality in flocks undergoing long, heavy production. These mashes may be had with or without cod liver oil mixed in.

The Amco Mashes are mixed on open formulas, so that you can see the amounts of each ingredient that goes into the mash. They have proved themselves in many ways, but most important, they have proved themselves thousands of times in actual practice, BY PRODUCING EGGS PROFITABLY.

Your nearest Amco Agent will supply you with these mashes at Amco's favorable prices

DISTRICT OFFICE: MUNCY, PA.



### When Does a Cow Do Most of Her Drinking

An observer for the Department of Agriculture, sitting up nights in a barn for three weeks, expresses an opinion that the cows drink more between five o'clock at night and five in the morning than they do during the other twelve hours.

Possibly that is why the use of water bowls or drinking cups increases the milk flow—because of these extra night-drinks that the cows take when they have water before them all the time.

Most folks don't care so much when a cow drinks as how much she drinks because, milk being 87% water, the water ration is a big factor in milk production. Reports indicate that the use of water bowls increases milk production anywhere from 10 to 30% depending on how much water the cows were able to get before the bowls were installed.

This extra milk that follows the use of water bowls usually comes at a time when prices are generally at their best. It's a simple matter to measure or weigh the extra milk and figure its value in dollars and cents.

Water bowl pipes that have to be laid in the ground should be laid now, before the ground freezes enough so that it's hard to dig

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of September, 1930:

No. Inspections Made.....	2579
Sediment Tests.....	1155
No. Permanent Permits Issued.....	134
No. Temporary Permits Issued.....	24
Meetings.....	1
Attendance.....	175
Reels Movies shown.....	48
Bacteria Tests Made (plants).....	48
No. Miles Traveled.....	22948
Man Days' Fairs and Exhibits.....	3

During the month 32 dairies were discontinued from selling for failure to comply with the regulations—32 dairies were re-instated before the month was up.

To date, 175,611 farm inspections have been made.

### Find Quality Counts

Co-operative organizations early found that unless they had a uniformly graded product, their selling plans fell by the wayside. Highly efficient methods of grading and packing were adopted and these are now integral parts of all successful fruit and vegetable organizations.

### Philadelphia Inter-State Dairy Council

The various departmental branches of the Council will assist you in planning

### Educational Entertainment

Within the Inter-State Milk Producers' Association Territory

For your Community, Local or Club Meetings—Lectures, Speakers, Motion Pictures, Lantern Slides, etc.

C. I. COOKE, Secretary  
219 N. Broad St., Philadelphia

## WELCOME

That your stay in Philadelphia will prove a happy one, is our sole ambition. The Benjamin Franklin will be the headquarters for the annual convention of the Inter-State Milk Producers' Association. To serve you in the future as we have in the past with the hospitality that has made Philadelphia famous, will be our desire when you come to Philadelphia's finest hotel.

1200 Rooms  
1200 Baths



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WEST CHESTER, PA.

### Feed Deserving Cows

One cow often eats the profits made by another. Feed each cow according to her production. A high producing cow needs much more grain than a low producer.

## You PAID for a Feeding Floor Last Year

### Did You Get It?

Hogs fed on an unpaved lot waste 10 to 25 per cent of their feed, say experienced feeders.

A single year of this waste costs more than a concrete feeding floor which would prevent it.

### You Can Build Your Own Feeding Floor!

Build a concrete feeding floor NOW and let your next year's saving in feed pay for it.

Portland Cement Association

1315 Walnut St.  
PHILADELPHIA

Please send me your free booklet on Concrete Feeding Floors.

Name.....

St. Address (or R. F. D.).....

City.....

State.....

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### —AT— MARTIN C. RIBSAM & SONS CO. TRENTON, N. J.

De Laval Separators, Sanitary Milking Pails, Strainers, Coolers, Churns, Cans, Kettles, Butter Paper, Blankets, Combs, Brushes, Cattle Stanchion Stalls, Water Cups, Feed Carriers and Trucks, Fodder Cutters, Hammer Mills, Shellers, Cookers, Bull Staff Rings, Milking Tubes, Bag Balm, Kow Kare and Garget Cure, etc.

### FARM MACHINERY IN GENERAL MANURE SPREADERS HOG TROUGHS

Myer's Shallow and Deep Well Pumps in Power and Hand Sizes and extra parts. Pumps installed at very moderate prices by competent employees. Rubberoid and other Roofing at low prices.

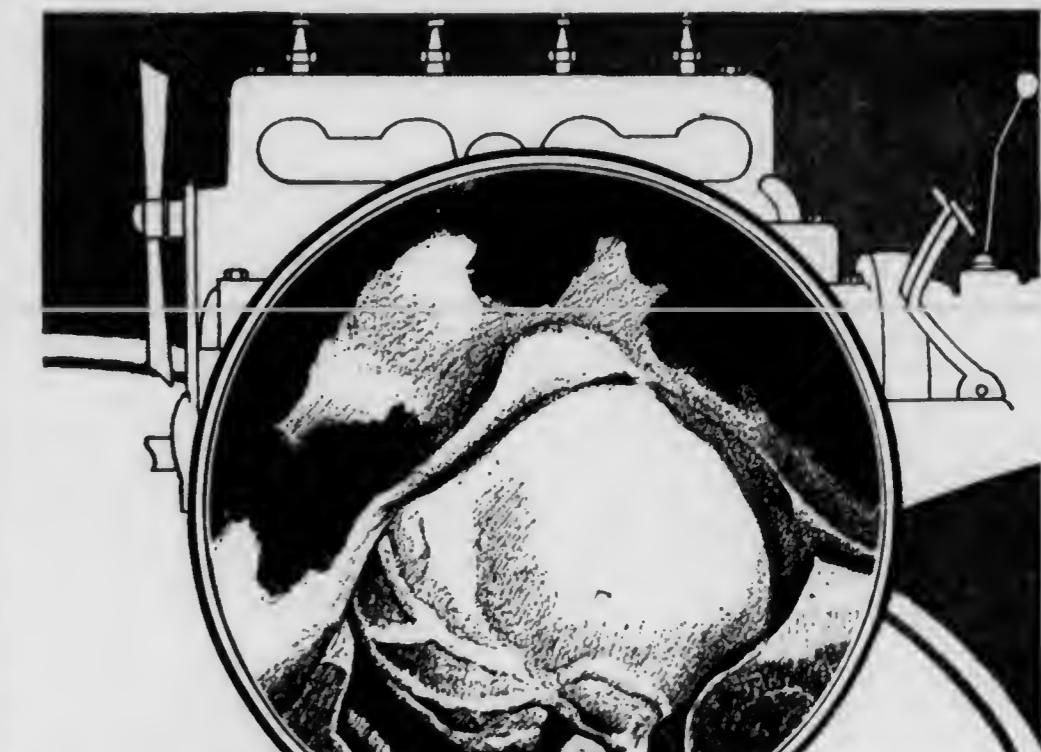
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PAINT AND VARNISHES  
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Do you have any two or three teated cows in your herd?

A cow with a lost quarter or two can no more produce milk at a profit than a carbon-clogged motor can pull a car up a hill on two cylinders. **You've got to keep them hitting on "all four"!**

Variation in the cow's feed upsets her health—causes off-feed condition and constipation—results in UDDER TROUBLE and very often lost quarters.

Larro Dairy Ration is a protector of good udders for the same reason it is an unequalled milk producer. **Larro builds health that boosts production and holds it up.** Larro builds health that eliminates off-feed days, constipation and UDDER TROUBLE.

Larro Health and greater dairy profits are facts—facts that prove themselves wherever and whenever Larro is fed—for Larro is always the same, yesterday—today—tomorrow.

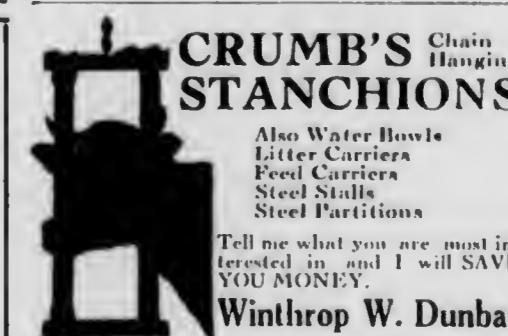
Put your cows on Larro! Keep them "hitting on all four" then—you'll get better results from every cow—and more profit.

THE LARROWE MILLING COMPANY  
DETROIT, MICHIGAN



**Larro**  
FEEDS THAT DO NOT VARY  
FOR POULTRY, HOGS AND DAIRY

Larro Family Flour, best for Bread, Biscuits, Cakes and Pies



FOR SALE—"SELECT DAIRY ALFALFA" Clover, Timothy and Clover Mixed. Delivered prices quoted. Prompt shipment. JOHN DEVLIN HAY CO., 192 N. Clark Street, Chicago, Illinois.

**FARM WANTED**  
Wanted to hear from owner having farm or unimproved land for sale. John Black, Chippewa Falls, Wisconsin.

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## Save Money by Giving Us Your Insurance

Our policies furnish Compensation protection as required by the Compensation Act. We protect the employer as well as his employees. We paid a dividend for 1929 of 20%. If interested, write for particulars.

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Insurance Begins.....	19.....	Expires.....	19.....
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Type of Body.....			
Serial No.....			
Capacity.....			

**Pennsylvania Threshermen & Farmers' Mutual Casualty Insurance Co.**

311 Mechanics Trust Bldg., Harrisburg, Pa.



### WE WANT YOU TO SEE IT

HERE IT IS—the new McCormick-Deering—built from the ground up to meet the requirements of present-day agriculture. The new McCormick-Deering is not a built-over model but a distinctly new type, a machine embodying the highest principles of design, workmanship and manufacturing skill.

Long life and efficient spreading are assured when a McCormick-Deering is used. Spreading costs are reduced because the durability of the machine minimizes upkeep and extends the investment over years of satisfactory service.

Two horses handle capacity loads without tiring. Eight roller bearings and light weight construction make this light draft possible. The box is easy to load—it is low down and the two beaters and widespread spiral shred and spread the manure as it should be done.

There are many other features—conveniences, we call them—that will interest you, but we want you to see them for yourself. Come in any time.

INTERNATIONAL HARVESTER COMPANY  
OF AMERICA  
Incorporated  
HARRISBURG

BALTIMORE



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A MEMBER OF THE

### Inter-State Milk Producers' Association

OPERATING IN THE PHILADELPHIA MILK SHED

THE GREATEST measure of success in any movement, is obtained through close cooperation.

COOPERATIVE endeavor is measured by the strength of its membership.

THE INTER-STATE now has over 28,000 cooperating dairymen members.

SEE TO IT that every dairyman in your community becomes associated with this movement.

WRITE THIS OFFICE FOR INFORMATION, OR SEE YOUR LOCAL DIRECTOR OR FIELD MAN FOR INFORMATION OR FOR MEMBERSHIP BLANKS.

Inter-State Milk Producers' Ass'n

219 N. Broad St., Philadelphia

INTER-STATE MILK PRODUCERS' ASSOCIATION  
RECEIVING STATION PRICES in effect November 1, 1930.  
Subject to change whenever warranted by market conditions.

These quotations are based on 3% butterfat milk with a differential of 4 cents for each tenth point and 2 cents for each half tenth point up or down, and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

This price list is issued with the understanding that it is net to producers and that all buyers using it as a basis of payment to producers shall in addition thereto make the following contributions and payments.

(1) To the Philadelphia Inter-State Dairy Council 2¢ per hundred pounds (43½ quarts) of all milk bought from any producer at price listed herein.

(2) To the Inter-State Milk Producers' Association 2¢ per hundred pounds (46½ quarts) of all milk bought from members of said association.

(3) To the Philadelphia Inter-State Dairy Council 2¢ per hundred pounds (43½ quarts) of all milk bought from other producers at price listed herein.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets and for an educational campaign advertising the food value of dairy products.

Miles	Basic price November first		October surplus price.	
	Freight rate per 100#	Price 3% milk	Class 1 Test	Per 100#
1 to 10 inc.	.268	\$2.70	3.0	\$1.49
11 to 20 "	.233	2.77	3.05	1.51
21 to 30 "	.303	2.78	3.1	1.55
31 to 40 "	.313	2.74	3.15	1.55
41 to 50 "	.343	2.72	3.2	1.57
51 to 60 "	.343	2.71	3.25	1.59
61 to 70 "	.364	2.69	3.3	1.61
71 to 80 "	.374	2.68	3.35	1.63
81 to 90 "	.379	2.67	3.4	1.65
91 to 100 "	.399	2.66	3.45	1.67
101 to 110 "	.414	2.64	3.5	1.69
111 to 120 "	.424	2.63	3.55	1.71
121 to 130 "	.434	2.62	3.6	1.73
131 to 140 "	.450	2.61	3.65	1.75
141 to 150 "	.430	2.60	3.7	1.77
151 to 160 "	.475	2.58	3.75	1.79
161 to 170 "	.480	2.58	3.8	1.81
171 to 180 "	.490	2.57	3.85	1.83
181 to 190 "	.505	2.55	3.9	1.85
191 to 200 "	.510	2.55	3.95	1.87
201 to 210 "	.520	2.54	4.	1.89
211 to 220 "	.535	2.52	4.05	1.91
221 to 230 "	.540	2.52	4.1	1.93
231 to 240 "	.550	2.51	4.15	1.95
241 to 250 "	.556	2.50	4.2	1.97
251 to 260 "	.566	2.49	4.25	1.99
261 to 270 "	.576	2.48	4.3	2.01
271 to 280 "	.581	2.48	4.35	2.03
281 to 290 "	.586	2.46	4.4	2.05
291 to 300 "	.600	2.46	4.45	2.07
			4.5	2.09
			4.55	2.11
			4.6	2.13
			4.65	2.15
			4.7	2.17
			4.75	2.19
			4.8	2.21
			4.85	2.23
			4.9	2.25
			4.95	2.27
			5.	2.29

By order of the Board of Directors,

10th Floor, Flint Bldg.,  
Philadelphia, Pa.  
Issued October 28th, 1930.

J. S. McElroy, Pres.  
P. P. Zeller, Secy.

INTER-STATE MILK PRODUCERS' ASSOCIATION  
PHILADELPHIA 1, Pa. in effect November 1st, 1930.  
Subject to change whenever warranted by market conditions.  
These quotations are based on 3% butterfat and a differential of 4 cents for each tenth point and 2 cents for each half tenth point up or down.

This price list is issued with the understanding that it is not to producers and that all buyers using it as a basis of payment to producers shall in addition thereto make the following contributions and payments.

(1) To the Philadelphia Inter-State Dairy Council 2¢ per hundred pounds (40 $\frac{1}{2}$  quarts) of all milk bought from any producer at price listed hereon.

(2) To the Inter-State Milk Producers' Association 2¢ per hundred pounds (40 $\frac{1}{2}$  quarts) of all milk bought from members of said association.

(3) To the Philadelphia Inter-State Dairy Council 2¢ per hundred pounds (40 $\frac{1}{2}$  quarts) of all milk bought from other producers at price listed hereon.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets and for an educational campaign advertising the food value of dairy products.

Basic price November 1st.		October surplus price.		
Test Per cent.	Quantity per 100 $\frac{1}{2}$ qt.	Basic Price per qt.	Class 1 Per 100 $\frac{1}{2}$ qt.	Per qt.
3.	7.75	7.7	\$2.07	4.75
3.05	8.31	7.1	2.09	4.5
3.1	8.38	7.15	2.11	4.55
3.15	8.35	7.2	2.13	4.6
3.2	8.37	7.25	2.15	4.6
3.25	8.39	7.3	2.17	4.65
3.3	8.41	7.25	2.19	4.7
3.35	8.43	7.4	2.21	4.75
3.4	8.45	7.4	2.23	4.8
3.45	8.47	7.45	2.25	4.85
3.5	8.49	7.5	2.27	4.9
3.55	8.51	7.55	2.29	4.9
3.6	8.53	7.6	2.31	4.95
3.65	8.55	7.65	2.33	5.0
3.7	8.57	7.65	2.35	5.05
3.75	8.59	7.7	2.37	5.1
3.8	8.61	7.75	2.39	5.15
3.85	8.63	7.8	2.41	5.2
3.9	8.65	7.85	2.43	5.2
3.95	8.67	7.9	2.45	5.25
4.	8.69	7.95	2.47	5.3
4.05	8.71	8.	2.49	5.35
4.1	8.73	8.	2.51	5.4
4.15	8.75	8.05	2.53	5.45
4.2	8.77	8.1	2.55	5.5
4.25	8.79	8.15	2.57	5.5
4.3	8.81	8.2	2.59	5.55
4.35	8.83	8.25	2.61	5.6
4.4	8.85	8.3	2.63	5.65
4.45	8.87	8.3	2.65	5.7
4.5	8.89	8.35	2.67	5.75
4.55	8.91	8.4	2.69	5.8
4.6	8.93	8.45	2.71	5.8
4.65	8.95	8.5	2.73	5.85
4.7	8.97	8.55	2.75	5.9
4.75	8.99	8.6	2.77	5.95
4.8	9.01	8.65	2.79	6.0
4.85	9.03	8.65	2.81	6.05
4.9	9.05	8.7	2.83	6.1
4.95	9.07	8.75	2.85	6.1
5.	9.09	8.8	2.87	6.15

By order of the Board of Directors

Tenth Floor, Flint Bldg.,  
Philadelphia, Pa.  
Issued October 28th, 1930

*J. H. Allebach*  
President  
Secretary

# INTER-STATE Milk Product Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER

INTER-STATE MILK PRODUCERS' ASSOCIATION, Inc.

West Chester, Pa. and Philadelphia, Pa., December, 1930

No. 8

## FOURTEENTH ANNUAL MEETING INTER-STATE MILK PRODUCERS' ASSOCIATION

BENJAMIN FRANKLIN HOTEL, PHILADELPHIA, PA.

NOVEMBER 18th and 19th, 1930

an aggregate attendance fully up of former years, the Inter-State Producers' Association held its Annual Meeting at the Benjamin Franklin Hotel, in Philadelphia, on Tuesday and Wednesday, November 18th and 19th, 1930.

800 members and delegates and their families attended the meetings which included, in addition to the general business meeting of the association, an interesting meeting for young ladies.

The committee presented the following nominations, which were approved. There being no nominations from the floor of the meeting the following named candidates were balloted for.

J. H. Bennet, Sheridan, R.D., Lebanon Co., Pa.  
L. D. Caulk, Kent Co., Del.  
A. R. Marvel, Easton, Talbot Co., Md.

secretary's annual report of the organization's activities, its growth and development. Its membership has increased, showing a gain of 761 new members during the past year. (The full report of the secretary is printed on page 7 of this issue of the Milk Producers' Review.)

### Treasurer's Report

The treasurer of the association, Robert F. Brinton, presented, as his formal report of the association's business during the past fiscal year, the report of McGee, Fleisher & Co., certified Public Accountants, which was approved. A copy of this report is available for inspection, by members of the association, at its offices in the Flint Building, Philadelphia, Pa.

- Resolved, that the Association stands for the use of butter as opposed to the use of oleomargarine and, further, that the Association go on record as protesting the action of the National Dairy Show in allowing the use of poor butter in the boys' and girls' camps and the use of oleomargarine in cooking.

Whereas, According to the editorial cut from Hoards Dairyman, of November 10, 1930, sandwiches with butter on, could not be had at the National Dairy Show held at St. Louis, also the boys and girls were served wretchedly poor butter, and oleomargarine was used for cooking.



OFFICERS AND DIRECTORS, INTER-STATE MILK PRODUCERS' ASSOCIATION, INC.  
Standing:—(Left to right)—A. R. Marvel, Easton, Md.; S. K. Andrews, Hurlock, Md.; C. C. Tallman, Columbus, N. J.; H. B. Stewart, Alexandria, Pa.; J. A. Poorbaugh, York, Pa.; J. H. Bennet, Sheridan, R. D. Pa.; John Carvel Sutton, Kennedyville, Md.; Ira J. Book, Stroudsburg, Pa.; S. B. Lehman, Chambersburg, R. D. Pa.; C. F. Preston, Nottingham, R. D. Pa.; Albert Strig, Bowers, Pa.; J. D. Keith, Centerville, Md.; Robert W. Balderston, former secretary, Inter-State Milk Producers' Assn.; E. Nelson James, Rising Sun, Md.; C. O. Carlisle, R. D. Pa.; A. B. Waddington, Woodstown, N. J.; E. H. Donovan, Smyrna, Del.; R. I. Tussey, Holidaysburg, Pa.; F. M. Twining, asst. treasurer, New Haven, Conn.; August A. Miller, assistant secretary, Brookline, Pa.; Frederick Shangle, vice-president, Trenton, R. D., N. J.; H. D. Allebach, president, Trappe, Pa.; F. P. Willits, Ward, Pa.; Ralph Zollers, secretary, Pottstown, Pa.; Robert Brinton, treasurer, West Chester, Pa.

Ralph Zollers, secretary, read the call for the annual meeting, followed by William L. Thatcher, assistant secretary to Honorable Harry A. Mackey, Mayor of the City of Philadelphia, who gave a brief address of welcome to the members and delegates.

The business of the first session of the annual meeting was quickly organized. Secretary Zollers read the minutes of the previous annual meeting which were approved. President Allebach then made following announcements of committees:

**Nominating Committee**  
James Warner, Chairman, Talbot Co.; Alvin Satterthwaite, Monmouth, N. J.; J. P. Heisery, Cumberland Co., Pa.

**Resolutions Committee**  
John A. McSparran, Lancaster Co., Pa.; John Smith, Queen Anne Co., Md.; A. Kennell, Chester Co., Pa.

I. V. Otto, Carlisle, R. D., Cumberland Co., Pa.

J. A. Poorbaugh, York, York Co., Pa.

C. F. Preston, Nottingham, R. D., Chester Co., Pa.

Frederick Shangle, Trenton, Mercer Co., N. J.

R. I. Tussey, Holidaysburg, Blair Co., Pa.

F. M. Twining, Newtown, Bucks Co., Pa.

The report of the activities of the Field and Test Department was made by its Director, F. M. Twining. This report which is printed elsewhere in this issue of the Milk Producers' Review, will show you the development and work of this department in detail.

The session was then thrown open for a period, for general discussions from the floor of the meeting, and a number of various problems were presented and discussed.

The closing report of the morning session was that made by C. I. Cohee, Executive Secretary, Philadelphia Inter-State Dairy Council.

A full report of the Dairy Council's activities, embraced in the full report of Mr. Cohee, will be printed in the January issue of the Milk Producers' Review.

The following resolutions were presented by the chairman of the Resolutions Committee and on motion were adopted.

And Whereas, The manager of a large creamery purchased all this grease and sent good butter to the camp for the boys and girls.

And Whereas, this Inter-State Milk Producers' Association stands for the use of butter and is opposed to the use of oleomargarine.

Therefore be it resolved, that this Association find out who was the manager of the creamery, that bought up the grease and furnished good butter, and send him a letter of thanks.

And be it further resolved, that this Association go on record protesting the action of the National Dairy Show in allowing the use of poor butter in the camp, and the use of oleomargarine in cooking, also the lack of butter for sandwiches.

- Resolved, that we approve the policy of Governor-elect Pinchot for the (Continued on page 16)

### Montgomery County Farm Products Show

The 1930 Montgomery County Farm Products Show, was held in the Kiwanis Building, Norristown, Pa., during the week of November 10th, 1930.

The farm exhibits representing the year 1930 were the most attractive of many years. This was particularly true of both fruit and vegetables. There was also an excellent exhibit of apples and other fruits.

There were added attractions to the farm products exhibition reflecting what children are learning in the rural schools, as was portrayed by the exhibits from the Hatfield and East Greenville Consolidated Schools.

There were 48 exhibits of corn; 36 in potatoes; 176 in canned products; 30 in eggs; 30 in fluid milk; 204 plates of apples and 35 diamond displays of apples, (25 in a group) included in the entries. There was an outstanding exhibit of canned fruit and vegetables.

Health Education Programs in addition to our own Philadelphia Inter-State Dairy Council, also made interesting exhibits.

#### Fluid Milk Show

One of the features of the Show was the contest for prizes offered for clean milk production. There were 30 entries in this group. The following awards in this contest were announced:

#### Milk Awards

First, George Schantz, Palm; second, R. C. McPherson, Norristown, R.D.; third, John B. Bucher, Schwenksville; fourth, H. D. Allebach, Trappe; fifth, W. C. Randolph, Royersford; sixth, Henry Rosenberry, Fagleysville; seventh, William Davidson, Obleisk; eighth, George D. Horrocks, Collegeville; ninth, J. Hansel French, Collegeville; tenth, Shipley School Farm, Gladwyne.

Eleventh, William Pratt, Willow Grove; 12th, W. L. Hart, Skippack; 13th, C. J. Hetrick, Royersford; 14th, M. K. Zimmerman, Norristown, R. 5; 15th, C. E. Wismer, Trappe; 16th, Henry Shill, Port Providence; 17th, A. D. Hunsicker, Royersford, R.D.; 18th, George A. Parks, Red Hill; 19th, Frank Brinckman, Red Hill; 20th, Mrs. Howard Bieler, East Greenville; 21st, Gwynnall Farm, Gwynedd Valley; 22nd, Howard L. Baker, Center Square.

The winners in the special Jersey milk exhibit were: first, Robert McPherson; second, W. C. Randolph; third, George D. Horrocks; fourth, J. Hansel French. The winners in the special Holstein milk exhibit were: first, J. D. Allebach; second, C. E. Wismer; third, Henry Schell; fourth, Frank Brinckman; fifth, Mrs. Howard Bieler.

D. H. Bailey, dairy extension specialist of Pennsylvania State College, judged the milk.

The silver cup offered by Supplee-Wills-Jones for the best milk exhibit was won by George Schantz.

### Farm Decrease Less Than in Nearby States

With one exception, the percentage of decrease in number of farms between 1920 and 1930 was the lowest in Pennsylvania of any New England or Middle Atlantic State, according to census figures reaching the Pennsylvania Department of Agriculture. The percentage decrease in Pennsylvania is 14.9 compared to 17.1 for New York, 17.3 for New Jersey, 22.8 for Connecticut, 17.6 for Rhode Island, 20.0 for Massachusetts, 14.0 for Vermont, 27.6 for New Hampshire and 18.3 for Maine.

Other states in which the decrease was approximately the same as in Pennsylvania, includes: Ohio, Indiana, Michigan, South Carolina, Georgia and Montana.

### Must Clean Milking Machines Thoroughly Bulletin Tells How

The use of milking machines in commercial dairying is increasing, and in order to assist dairymen to keep milking machines in sanitary condition, so that the quality of the milk produced will be high, the Bureau of Dairy Industry of the United States Department of Agriculture has issued a bulletin on the subject. The publication is Farmers' Bulletin 1315-F, "Cleaning Milking Machines." A copy may be obtained free from the Office of Information, United States Department of Agriculture, Washington, D. C., as long as the supply available for free distribution lasts.

The milking machine which has not been treated with heat or a chlorine solution is one of the principal sources of bacterial contamination of milk, and if the milking machine is not washed thoroughly clean and effectively treated with heat or chlorine, the result may be that the milk will contain bacteria in large numbers, says the bulletin.

The publication discusses the necessity for proper cleaning of the milking equipment, the parts of the equipment which require special attention, the heat treatment for killing bacteria, the effect of heat on the rubber parts, and variations of the heat method. It is illustrated to show the simple operations and arrangements which scientific investigation and experience on good dairy farms have found to be effective in killing bacteria in the milking equipment.

### Selecting a Young Bull

By E. J. PERRY

Extension Service, N. J. Agricultural Experiment Station

Before some dairymen can use proved bulls, many young bulls will have to be retained until they can be judged by their daughter's records. A well-bred young bull is more likely to be proved of value than a poorly-bred one.

In selecting an unproved bull the thought uppermost in mind should be to get one with a pedigree that strongly promises the transmitting of production traits. First of all, an effort should be made to buy a son of a proved sire. According to Galton's law of breeding an animal usually inherits 75 per cent of his total characteristics from his parents and grandparents—25 per cent from each parent and 6 1/4 per cent from each grandparent.

But there is a difference of purity for certain dominant characters; hence, either the sire or dam, may in certain cases, be prepotent and reveal in their progeny their own peculiar desirable characters more than the other.

The sire's record, which is based upon the production of his daughters, is the most important record in the whole pedigree. His record, therefore, is a record of his power to transmit production. According to the Missouri Experiment Station, it can reasonably be expected that a proved sire will continue to transmit to his sons and daughters alike the same traits of production that mark his first six or more unselected daughters.

### Grow Only the Best

Do not waste time and money in raising heifer calves unless they are from cows with high milk production records and from a sire which also is from a high producing cow. Cows are good or poor milk producers according to their blood inheritance, say State College dairy specialists.

### Farmers Reduce Costs by Cooperative Purchasing

#### Milk Quality Improvement

All health departments desire that people of their jurisdictions are supplied with milk of high quality. They desire to increase the per capita consumption of milk in their communities, although milk is made safe for human consumption by proper pasteurization. Quality greatly depends upon the conditions under which it has been produced. Producers must therefore be educated as to the proper methods of producing and handling milk. This should be brought to realize that dairy industry is their industry, and they are the key to the industry. The future of our dairy markets will depend more and more upon the quality of products which the industry places on the market. The dairy industry is not like other industries in that the quality of the finished product largely depends upon the quality of the raw product. Those engaged in the industry should apply a practice which has long been used in other industries, i. e., aim to please the consumer. The consumer determines the amount of milk consumed. It is therefore up to the dairy industry to supply consumer with milk of the quality desired.

A few years ago the dairy inspector was mainly an enforcement officer. Today, however, he is more than an enforcement agent; he is a dairy specialist, and the inspectors who are making the greatest strides in improving the quality of the milk of their communities are those who are doing so more by educational means than by the enforcement of regulation.

"Extracts from 'Milk Inspection' Bureau of Dairy Industry, U. S. Dept. of Agriculture, Washington, D. C.

### Consumption of Dairy Products Is Upward

Per capita consumption of all dairy products except butter is now at the highest point in the Nation's history, says the Bureau of Agricultural Economics, United States Department of Agriculture. There has been a marked upward trend especially in the last ten years.

Per capita consumption of butter last year is computed at 17.61 pounds compared with 14.7 pounds ten years ago. The peak in butter consumption was in the year 1889 when per capita consumption was 19.9 pounds.

People are eating more cheese, as shown by an average per capita consumption of 4.62 pounds last year, compared with 3.8 pounds per person in 1920. Consumption of condensed and evaporated milk last year was 16.58 pounds per person, of which 2.75 pounds was condensed, and 13.83 pounds evaporated. In 1920 consumption of condensed and evaporated milk was 10.17 pounds per person.

Ice cream consumption last year was 3 gallons per person compared with 2.46 gallons in 1920, and with 1.04 gallons in 1910.

Milk consumption per person is estimated now at approximately 58 gallons per person annually, although exact figures on this commodity are not yet available. Milk consumption in 1920 was 43 gallons per person.

### More Ice Cream

Ice-cream production continued to increase last year and reached a grand total of 365,448,000 gallons as compared with 348,046,000 gallons in 1928, according to the United States Department of Agriculture. Inasmuch as imports and exports of ice cream are negligible, all of the production is assumed to have been consumed. On this basis, the consumption per person last year was 3 gallons. Ten years ago, the per capita consumption was a little more than 2 gallons.

# OUR FOURTEENTH YEAR

Annual Address of H. D. Allebach, President, Inter-State Milk Producers' Association

INTER-STATE MILK PRODUCERS' ASSOCIATION  
PHILADELPHIA PRICES in effect December 1st, 1930.  
Subject to change whenever warranted by market conditions.  
These quotations are based on 3% butterfat and a differential  
of 4 cents for each tenth point and 2 cents for each half tenth point up  
or down.

This price list is issued with the understanding that it is net  
to producers and that all buyers using it as a basis of payment to producers  
shall in addition thereto make the following contributions and payments.

(1) To the Philadelphia Inter-State Dairy Council 2¢ per hundred  
pounds (46 $\frac{1}{2}$  quarts) of all milk bought from any producer at price  
listed hereon.

(2) To the Inter-State Milk Producers' Association 2¢ per hundred  
pounds (46 $\frac{1}{2}$  quarts) of all milk bought from members of said association.

(3) To the Philadelphia Inter-State Dairy Council 2¢ per hundred  
pounds (46 $\frac{1}{2}$  quarts) of all milk bought from other producers at price  
listed hereon.

The funds so derived are to be used by the recipients for improving  
standards of quality in production and distribution of milk in the  
Philadelphia Milk Shed; for improvement and stabilization of markets and  
for an educational campaign advertising the food value of dairy products.

November surplus price.

Basic price December 1st.	November surplus price.			
	Basic	Price	per	Class 1
Test	Quantity	per	at.	per 100 qt.
per cent.	per 100 qt.	at.	per 100 qt.	per qt.
3.0	\$3.29	7.1	:	4.1
3.05	3.31	7.1	:	4.15
3.1	3.33	7.15	:	4.2
3.15	3.35	7.2	:	4.25
3.2	3.37	7.25	:	4.3
3.25	3.39	7.3	:	4.35
3.3	3.41	7.35	:	4.4
3.35	3.43	7.4	:	4.45
3.4	3.45	7.45	:	4.5
3.45	3.47	7.5	:	4.55
3.5	3.49	7.55	:	4.6
3.55	3.51	7.6	:	4.65
3.6	3.53	7.65	:	4.7
3.65	3.55	7.65	:	4.75
3.7	3.57	7.65	:	4.8
3.75	3.59	7.7	:	4.85
3.8	3.61	7.75	:	4.9
3.85	3.63	7.8	:	4.95
3.9	3.65	7.85	:	5.0
3.95	3.67	7.9	:	5.05
4.	3.69	7.95	:	5.1
4.05	3.71	8.	:	5.15
4.1	3.73	8.	:	5.2
4.15	3.75	8.05	:	5.25
4.2	3.77	8.1	:	5.3
4.25	3.79	8.15	:	5.35
4.3	3.81	8.2	:	5.4
4.35	3.83	8.25	:	5.45
4.4	3.85	8.3	:	5.5
4.45	3.87	8.3	:	5.55
4.5	3.89	8.35	:	5.6
4.55	3.91	8.4	:	5.65
4.6	3.93	8.45	:	5.7
4.65	3.95	8.5	:	5.75
4.7	3.97	8.55	:	5.8
4.75	3.99	8.6	:	5.85
4.8	4.01	8.65	:	5.9
4.85	4.03	8.65	:	5.95
4.9	4.05	8.7	:	6.0
4.95	4.07	8.75	:	6.05
5.	4.09	8.8	:	6.1

By order of the Board of Directors

H. D. Allebach, President  
Secretary.

Tenth Floor, Flint Bldg.,  
Philadelphia, Pa.  
Issued November 28th, 1930.

November 1930

## OUR FOURTEENTH YEAR

Annual Address of H. D. Allebach, President, Inter-State Milk Producers' Association

exceedingly high production of milk produced during the fall of 1929 and during the early months of 1930, at an outstanding period to test the selling plan of the Philadelphia Selling Plan, usually termed the "Basic and Surplus Plan." We have come through this strenuous period with the selling plan fully in effect working very satisfactorily, except in a few instances.

In addition to the high production of milk we also found that the general demand in the labor situation, which last fall, to have been quite a factor in determining the value of the basic and surplus plan.

Proven to the dairy world, we believe, that the plan to control production so as to meet the consumer demand, is the best plan. Our plan can be adopted anywhere in the United States. Of course we realize that no one selling plan will work the same in every territory without changes but that the principles of this selling plan with a few minor changes to meet existing conditions, will work wherever it is consistently carried out and enforced.

The second outstanding activity of our organization has been that of advertising to the public, the food value of our dairy products, through the work of the Philadelphia Inter-State Dairy Council.

Agriculture and the United States Public Health Service is mainly by research, investigations and advice. They take, of course, the necessary action to prevent the inter-state transmission of disease, but matters of local interest and control are wisely left to the respective states as pertaining to their right and exercise of police power.

"One of the most important of state

functions

pertaining to the dairy industry

during the last two decades has been the systematic examinations for the presence

of tubercular infection by means of the

well-accepted tuberculin test, and, through

this, the very general elimination of milk

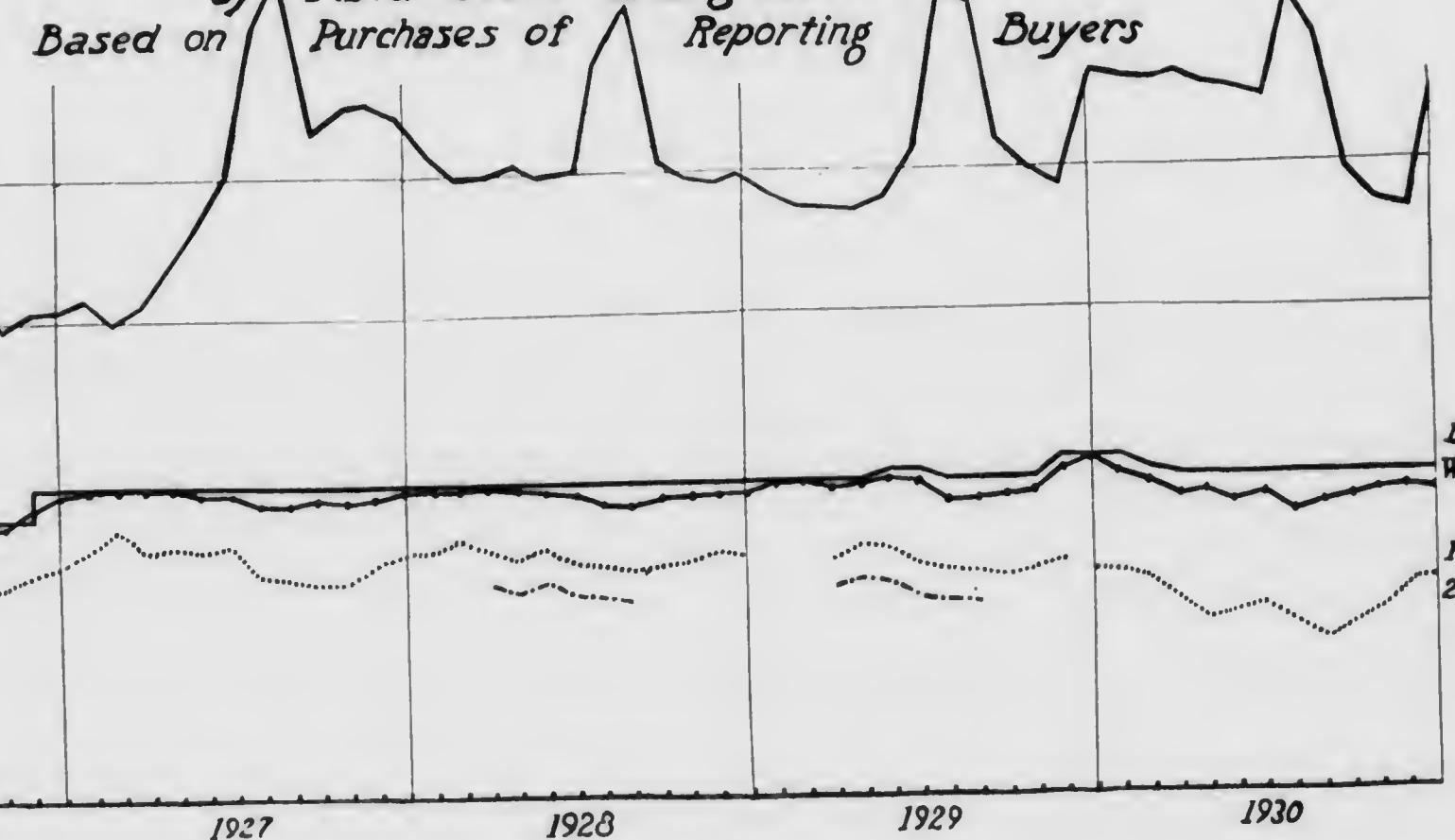
cows thus infected. Notwithstanding the

advances of scientific investigation, compel improvement in methods and procedure and tend to assure both the quality and sanitary safety of the milk. Thus, immediately following the passage of the ordinance, requiring the general pasteurization of Philadelphia's milk supply, there was a marked lowering of the mortality rate for typhoid fever, which has consistently continued low.

"Very much of the credit for the excellence of Philadelphia's milk supply is due to two organizations of comparatively recent origin, the Inter-State Milk Producers' Association, Inc., and the Philadelphia Inter-State Dairy Council.

### Inter-State Production and Prices

by Fiscal Years Ending Oct. 31<sup>st</sup>



State Milk Producers Association, Inc. - Annual Meeting, 1929

Production of milk varies greatly from month to month, season to season, and year to year. A normal result of this variation would be milk prices that vary inversely with production—that is, milk prices that go up when production decreases and that go down when production increases. Such changing prices would be very unsatisfactory both to producers and consumers. Basic and surplus prices provide the advantages of both fluctuating and uniform prices. The net result of classified prices is to make possible uniform prices to consumers

a close check-up of our sales during last year we have found that condition has declined from six to ten percent over that of 1929.

Notwithstanding the unfavorable conditions that have existed in business generally our basic and surplus plan has remained unchanged, except probably a few minor details, and it has worked smoothly as it did in 1929.

I also have found that the low prices of other farm products had quite an effect on the producers of milk. The milk producers of the United States being better organized, the whole, than producers of other commodities, have kept the price of milk higher than the relative price of many other farm commodities.

These general conditions have induced us to raise other commodities, to their faces toward the dairy industry.

It is the one thing that the dairy industry should guard against very closely, if we want to prevent our country from declining prices.

I want to call your attention to the fact that we have had our basic and surplus selling plan in effect for practically eleven years, making only a few changes in its structure, due to then existing conditions and we have

the details of this program were fully covered in my annual report of 1929, but I feel it worthy of mention again this year. The Dairy Council cooperates with the Inter-State Milk Producers' Association and with the cooperating milk buyers in the Philadelphia Milk Shed, each of which bodies have representatives on its Board of Directors, and participates in the framing of its policies, plans and programs. The Inter-State Milk Producers' Association has seven members on the Dairy Council Board.

Another of the organization's accomplishments was the formation of a quality inspection department. The work of this department was turned over to the Dairy Council which organized its Quality Control Department for this work.

Along with these records I want to quote, in part, from an article published in the June, 1930, issue of "Municipal Sanitation," in which Seneca Egbert, Dr. P. H.; Marion S. Iszard, Ph.D. and Margaret M. Deihm, Ph.D., presented an exhaustive article on "How a Large City Handles Its Milk Problem."

Speaking of the milk supply of Philadelphia, the article states in part that:

"The assistance that has been and is

rendered by the Federal Department of

natural disappointment, incident to losing one or more valuable animals from a herd with only a slight recompense from the state, the dairymen are realizing today that this procedure—tuberculin testing—works to their positive advantage by assuring their market and by increasing the prices received for milk from healthy cattle.

"The states do further valuable work for the dairy interests by making other inspections, backing up the progressive milk producer and, by no means least in importance, by maintaining active experimental work in investigating stations in their respective agricultural schools, such as Pennsylvania State College, Rutgers College at New Brunswick, New Jersey; Delaware State College at Newark, Delaware, and the University of Maryland at College Park, Maryland. At such schools the study of nutrition problems, methods of increased production and marketing, etc., is continually going forward with results that are at once available and for the benefit of every farmer and dairyman that will make use of them.

"Along with these records I want to quote, in part, from an article published in the June, 1930, issue of "Municipal Sanitation," in which Seneca Egbert, Dr. P. H.; Marion S. Iszard, Ph.D. and Margaret M. Deihm, Ph.D., presented an exhaustive article on "How a Large City Handles Its Milk Problem."

"Another factor that has been of great, perhaps of prime, importance in improving the milk supply are the ordinances of the various municipalities and suburban townships concerned. These ordinances,

"The first of these is an organization of dairy farmers and producers, dating from 1917, to enable its members mutually to aid each other in more efficient marketing of their products. It comprises about 20,000 members, who are located in twenty counties in southeastern and southern Pennsylvania, seven counties in New Jersey, all three counties of Delaware and eight counties of Maryland. It secures contracts from each of these members, which enables it to bargain with buyers for the purchase of all the milk offered for sale by such members. In this way the Association has developed a method by which the farmers receive remuneration in accordance with the quality of the milk and the care given it, a result being that about one-third of all the milk now sold in Philadelphia is classed as 'A' grade, that is, milk for which a bonus is paid on account of its low bacteria count and high content of butter fat of dairy products consistent with maximum health. It is one of a number of regional units throughout the country affiliated with the National Dairy Council, it is a non-stock Corporation, and is financed by contributions from both the producers and buyers of milk. There is no direct relationship, but a very close association between it and the Inter-

(Continued on page 8)

## INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the  
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August A. Miller, Editor and  
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The fourteenth annual meeting of the  
Inter-State Milk Producers' Association,  
which was held in Philadelphia, November  
18th and 19th, was of particular interest  
to the nearly 800 delegates and  
members who attended.

The reports of the officers and departmental  
heads were of great interest and  
evidenced the continued forward development  
in the association.

The association programs for the future  
were definite and must, to be successful,  
have the cooperation of its entire membership.

The price of basic milk, 3 per cent butter fat content, F.O.B. Philadelphia, for December, will, subject to market conditions, be \$3.29 per hundred pounds or 71 cents per quart.

The price of basic milk delivered at receiving stations in the 51-60 mile zone, for December, 3 per cent butterfat content will, subject to market conditions, be \$2.71 per hundred pounds, with the usual differentials and variations at other mileage points.

### SURPLUS MILK

Surplus milk shipped during December, will be paid for by co-operating buyers, on the average price of 92 score butter solid packed, New York City, plus 20 per cent.

Two large state-wide Farm Products Shows are staged during the month of January, 1931.

One of these, the Pennsylvania Farm Products Show, will, for the first time be exhibited in the new Pennsylvania State Farm Products Show building in Harrisburg, Pa., January 19th to 23rd, the other, the New Jersey State Farm Products show will be held in the Armory Building in Trenton, N. J., January 27th-30th, 1931.

Every farmer, every dairyman, in our territory should strive to attend one and if possible, both of these great shows.

These shows, in addition to their educational features, will be the time and place for the holding of our state agricultural and educational organizations meetings. Many of these organizations will hold their annual meetings during the period of these shows.

There will, no doubt, judging from the entry list of these two various shows, be an elaborate display of farm animals, of vegetables and small grain crops, and educational programs of various kinds.

Every dairyman, should, if possible, plan to attend these shows and also in addition should attend the meetings of the organizations of the particular branch of agriculture in which he may be interested.

We believe that the time and effort made to attend these shows would be time and money well spent, as it will keep you in close touch with the newest departures in all the different lines of endeavor in agriculture.

While the drought now appears to be practically broken as far as growing crops are concerned, there is still a marked shortage of a plentiful supply of water in the wells. This situation, however, is gradually improving and will, it is believed, reach normal conditions in the near future.

Cold weather, however, is now beginning to have its effect on the milk productive rate, in as much as heavy winter feeding programs have been under way during the past few months.

A careful analysis of feeding programs is necessary, if milk production is to continue on a profitable basis. Careful economic programs, will be more than necessary during the coming winter season, if milk producers are to carry their business through the winter on a profitable basis.

### December Milk Prices

Under agreement with co-operating buyers, the price to be paid for basic milk during December, 1930, remains unchanged. Surplus milk during December, 1930, will be paid for under the agreement of August 29th, 1930, as will be noted below.

The price of basic milk, 3 per cent butter fat content, F.O.B. Philadelphia, for December, will, subject to market conditions, be \$3.29 per hundred pounds or 71 cents per quart.

The price of basic milk delivered at receiving stations in the 51-60 mile zone, for December, 3 per cent butterfat content will, subject to market conditions, be \$2.71 per hundred pounds, with the usual differentials and variations at other mileage points.

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### NOVEMBER BUTTER PRICES

	92 Score Solid Packed	
Phila., New York	36	Chicago
1 41	40	36
3 40	39	36
5 39½	39½	36
6 39½	38½	36
7 39½	38½	36
8 39½	38½	35
10 38	37	34½
11 38	37	34½
12 38	37	34½
13 38	36½	33
14 36 1	35	31½
15 36	35	33
17 36½	35½	34
18 35½	34½	34
19 35½	34½	34
20 35½	34½	33½
21 36	35	32½
22 35½	34½	33½
24 35	34	33
25 35	34	33
26 35	34	33
28 35	34	31½
29 36	35	32

## MARKET CONDITIONS

By H. D. Allebach

The production of milk during October and November has increased considerably and we find the market in an unfavorable condition. From the reports received, from some of the distributors, our production is considerably above that of last November, and with consumption at least ten per cent below last November, you should certainly have sufficient warning that, unless producers slow-up production something is sure to happen.

Every month my report has been carrying a report of market conditions and we have sent you advising you not to increase your production above that of last fall, but, even with this warning, some of the producers have gone way above last production. With the low price of milk products all over the country it is hard for distributors to dispose of their surplus at this time. In other words, we are overproducing and right now our production exceeds our demand and that puts our market in a serious condition.

Our production in October of this year exceeds that of September by 15.16 per cent. This should show you that we are going in the wrong direction and that should be called at once, if we expect to keep our present good market.

Again I am glad to report that our Annual Meeting was the largest ever held and are also glad to report that the feeling and attitude of the delegates was good. Holdings of butter in cold storage on November first, was 109,582,000 pounds which is less than the holdings of last year at that time or the five year average. However, with the labor situation as it is and the uncertainty of things generally, no one seems to want to buy butter, therefore the price is considerably lower than last year.

The average price of 92 score butter, solid packed, New York City, for November upon which the price of surplus milk for November was based, was 36.82 cents.

## Milk Situation Critical

The notice printed below was sent to every member of our Association on December 3rd, 1930.

Already we have received many replies from our milk producers saying that they would reduce production immediately.

If this situation is considered seriously by all of our shippers and prompt action taken, it may prevent drastic price changes.

The supply of milk is too large, in view of unsatisfactory labor conditions and it must be brought down at once to meet the consumptive demand.

December 2nd, 1930

### To Our Members:

A conference with the Sales Committee of the Inter-State Milk Producers' Association was called by the distributors of milk on Friday, November 28th, 1930, at which time they asked for an immediate reduction in the price of milk. We have been in session for three days without reaching any decision and to-day have adjourned until December 12th, 1930.

Our big problem is that production has increased continuously since October first and the consumption of milk has been reduced approximately 10% on account of the unemployment situation.

Unless each producer decreases his production at least 10% before the 12th of December there will be a drastic reduction in the price of basic milk, to go into effect on December 15th.

We hope you will heed this warning and that you will readjust your production immediately in order to save the present market situation.

This letter is going to every producer in the Philadelphia Milk Shed. It is up to you to act immediately.

Yours sincerely,

INTER-STATE MILK PRODUCERS' ASSOCIATION

H. D. Allebach,  
President.

### Provide 1931 Hay

In considering emergency hay crops for next year it is well to remember that oats, wheat, soybeans, and other crops can be used. Using this year's meadows for hay again next year is another possibility, even if it does upset the rotation. In most cases a heavy yield can be expected if the field is fertilized early in the spring.

Shredding corn stover adds to the convenience in feeding and makes it better bedding.

A cow not in good condition because of disease may be helped by a tonic. The tonic is a medicine and should be used as such. A healthy, well-fed cow needs a tonic no more than a healthy person needs medicine.

December, 1930

## MILK PRODUCERS REVIEW

December, 1930

## LATEST MARKET PRICES

The basic prices, quoted below, for November, 1930, represent those to be paid by co-operating buyers for that month.

All milk in excess of the basic quantity the surplus price, quoted below, for the month of November, is to be paid for under one classification. Class I, represented by the amount of milk in

surplus milk will be paid for under one classification. Class I, represented by the amount of milk in

excess of the basic average, will be paid for by co-operating dealers on the basis of 92 score butter, excess of New York City, plus 20 per cent.

PHILADELPHIA SELLING PLAN

INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding that it is not to the products and that all buyers using it as a basis of payment to products, shall in addition thereto make the following contributions

to the Inter-State Milk Producers' Association: 2c per 100 pounds (46½ quarts) of all milk

brought from members of said Association.

(2) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46½ quarts) of all milk

brought from non-members, 1c per 100 pounds (46½ quarts) of all milk

brought from other producers at prices listed herein.

The funds so derived are to be used by the recipients for improving standards of quality in production

and distribution of milk in the Philadelphia Milk Shed, for improvements and stabilization of market

and for an educational campaign advertising the food value of dairy products.

## November 1930, Inter-State Prices at "A" Delivery Points

The price of "A" milk of any given butterfat content and bacteria count at any "A" milk delivery point may be ascertained by adding to the base price per 100 lbs. for 3.50% B.F. milk at that delivery point, as given in Table I, butterfat differentials and bacteria bonuses as indicated in Table II.

Table I—Base Prices at "A" Milk Delivery Points

NAME OF DELIVERY POINT	Delivery Point Location in Miles	Minimum Butterfat Requirement at Delivery	Base Price of 3.50% Milk per 100 Lbs.
Philadelphia, Pa.	41-50	3.70	2.92
47th and Lancaster	261-270	3.70	2.68
11th and Locust	51-60	3.70	2.91
Malvern, Pa.	31-40	3.70	2.94
Berwyn-Dauphin	51-60	4.20	2.92
Other Terminal Markets	41-50	3.60	2.91
Audubon, N. J.	F.O.B. less 9 cts.	4.00	3.49
Camden, N. J.	F.O.B. less 30 cts.	4.00	3.19
Newark, N. J.			
Wilmington, Del.			
Receiving Stations			
Abington, Pa.	201-210	3.70	2.74
Bellwood, Pa.	51-60	3.60	2.91
Boyertown, Pa.	41-50	4.10	2.91
Bridgeton, N. J.	41-50	3.70	2.75
Byers, Pa.	261-270	3.60	2.68
Goshen, Pa.	51-60	3.60	2.74
Huntington, Pa.	51-60	3.60	2.91
Kelton, Pa.	41-50	3.70	2.92
Lansdowne, Pa.	41-50	3.70	2.75
Mercersburg, Pa.	181-190	3.70	2.81
Nassau, Del.	131-140	3.60	2.91
Oxford, Pa.	51-60	3.60	2.91
Overbrook Hill, Pa.	51-60	4.10	2.91
Ringers, N. J.	41-50	4.00	2.94
Rushland, Pa.	181-190	3.70	2.75
Waynesboro, Pa.	221-230	3.70	2.72
Woolwich, Pa.	31-40	3.70	2.92
Zieglersville, Pa.	41-50	3.70	2.92</

## Fourteenth Annual Meeting National Cooperative Milk Producers Federation, Des Moines, Iowa

The fourteenth annual convention of the National Cooperative Milk Producers Federation held at Des Moines, Iowa, November 6th, 7th and 8th was the most successful in its history. Out of the 53 groups now affiliated with the Federation, 40 were represented by delegates in attendance. Representatives from a number of agricultural organizations, universities, agricultural periodicals and distributors and manufacturers of milk and its products also attended the open sessions.

The Federation is now composed of 53 member groups, which in turn represent hundreds of local associations, operating in almost every county of the commercial dairy belt of the United States. The member associations of the Federation market annually from 325-350 million dollars worth of milk and its products for approximately 345,000 dairy farmers. The Federation is the largest commodity organization in the world and is the oldest trade association of cooperatives in the United States. It was organized in 1916 in Chicago and incorporated in 1917. Since 1920 it has maintained national head-

Milk Producers' Association; (3) a statement authorizing the Association to make deductions; (4) an agreement on the part of a hauler to cover his cans with a canvas or use a van body on his truck and a further agreement to conduct his route in a business like way satisfactory to the majority of the patrons; (5) that the hauler will deliver the milk to the plant designated by the Association.

E. J. Tracy of Covington, Kentucky, counsel for the Co-operative Pure Milk Association of Cincinnati, gave an exhaustive review of the question. "The extent to which the public utilities commission in the various states should regulate the operation of trucks is a matter of serious concern to our milk producers and milk cooperatives," he declared. "It is the function of these commissions ordinarily to regulate common carriers. As many truck haulers are actually common carriers and compete with the railroads and traction lines, these come within the control of such commissions."

F. D. N. Geyer of Chicago, Illinois, manager of the Pure Milk Association, said

will compete with the lure of the town movie and the home radio, was discussed by I. Ralph Zollers of Philadelphia, Pennsylvania, secretary of the Inter-State Milk Producers' Association. Mr. Zollers summarized a survey of this great problem conducted among 35 of the present dairy cooperatives of the country. He laid great stress upon the local meeting having an efficient chairman and secretary. He spoke of the need of such persons being trained to do their particular duties. He then outlined four essentials of a successful meeting as being: (1) a convenient location on a good road; (2) a meeting hall with good lighting facilities; (3) adequate room and plenty of seats; (4) adequate heat for winter meetings. He suggested that each locality have a program committee composed of local people and that the program should have business, educational, and recreational interest. He thought highly of using the local people for at least a part of each program. He suggested that information concerning association policies and activities could be provided by field agents, officers

recommended the establishment of regional marketing organization designed to include all the milk marketing agents operating in the territory. The Federal Farm Board has made its facilities available in helping to set up this regional organization, the New England Dairy Inc. This organization has not started function but we have large hope for success."

### Publicity Problems

The conference on publicity problems was under the leadership of Charles Holman of Washington, D. C., secretary of the Federation, and was conducted along the manner of a training school for editors of the official papers owned by a number of associations and for persons in the organizations having to do with the preparation of material for press and radio.

This conference opened with a lecture by E. M. Harmon of Des Moines, associate editor of "Successful Farming." Mr. Harmon showed that there was great difference in editorial approach to the problem of getting out a farm journal distinguished from a cooperative journal.



quarters at Washington, D. C., for service work and representation in national affairs.

### Trucking Problems

On the morning of November 6th, delegates to the convention divided into two conferences: one dealt with problems connected with the trucking of milk; the other with the relations of members to their respective organizations.

The discussion of trucking problems was led by Clifford E. Hough of Hartford, Connecticut, general manager of the Connecticut Milk Producers' Association.

At this conference B. F. Beach of Detroit, Michigan, manager of the Michigan Milk Producers' Association, developed the fact that within 12 years the tank glass-lined truck has entirely displaced all other types of transportation for milk entering greater Detroit.

Harry R. Leonard of St. Paul, Minnesota, general manager of the Twin City Milk Producers' Association, which supplies the milk and cream needs of St. Paul and Minneapolis, Minnesota, told the conference that the Twin City Association had never made a practice of contracting with haulers to haul milk from farms. "Our members," he said, "on each route have made the contract with the truck driver or trucking firm, but we have made a deduction for hauling from the milk checks of members."

"We try to get our patrons to make a definite contract with the hauler and have asked that the following items be included in contracts: (1) the amount charge agreed upon per hundred pounds; (2) a statement that all milk to be hauled on the load must come from members of the Twin City

and directors of the association. He urged greater utilization of music, moving pictures, community singing, games and recitations as a part of every local meeting, and suggested that the cooperation of the local press be sought both with regard to advance notices and to later reports of the meeting's activities.

### Problems of Membership

Under the leadership of H. H. Rathbun, discussion leader and member of the executive committee of the Dairymen's League Cooperative Association, Inc., the conference on membership relations and education developed a multitude of questions keenly interesting the leadership. This conference took the form of listening to and discussing reports by members of a committee of the National Federation which, for the past year, has been studying these questions.

"Successful cooperative organizations maintain close contact with their membership," declared A. M. Krah of Chicago, director of public relations for the Pure Milk Association of that city. The failure of many of the cooperatives was not entirely due to poor management, but rather to the fact that the management had failed to bring to the membership a realization of the difficult problems confronting them in marketing their commodities. Without sufficient information, the membership became disgruntled and critical."

### Interesting Membership Meeting Factor

How to raise the quality of local membership meetings so that in interest they

and directors of the association. He urged greater utilization of music, moving pictures, community singing, games and recitations as a part of every local meeting, and suggested that the cooperation of the local press be sought both with regard to advance notices and to later reports of the meeting's activities.

### Stabilization Through Market Control

The discussion of the question of adjustment of production to market control reached its high point when John Brandt of Minneapolis, Minnesota, president of the Land O'Lakes Creameries, Inc., declared that the time would soon come when through cooperative effort producers will be able to adjust their production to market demands, the same as the big manufacturer has been doing for some time.

Other speakers at the afternoon session continued the discussion on the all important question of production control. I. W. Heaps, of Baltimore, Maryland, manager of the Maryland State Dairymen's Association said that the time had come when agriculture cannot continue to produce an unlimited supply of its products without giving due consideration to the market demands.

Mr. Heaps described the plan followed by producers supplying the Baltimore market and stated that the policy of his association has resulted in its being able to handle all the milk of its members.

"In New England we are meeting this problem with the assistance of the Commissioners of Agriculture of the various states. The New England Milk Board

organ. The publication should and often does cover the whole field of agricultural interest. On the other hand, a cooperative house organ should have for its principal objective that of informing the members of that cooperative of every important fact concerning the association's problems which a sound association policy would dictate.

### Test 25,445 Cows; Find 175 Boarders in Penna.

W. R. Mattoon, of the Forest Service, United States Department of Agriculture, estimates that the trees on one-half of the total forest area of the United States made subnormal growth this year because of drought conditions. Also millions of small tree saplings have died from the parching drought.

During 1917 the per capita consumption of milk was 42 gallons; in 1926 it was 55.3 gallons, and at the present time it is 58.7 gallons, which shows that we have made a steady increase. In 1917 the butter consumption was 14.6 pounds per capita and in 1929 the production had increased to 17.6 pounds. Cheese in 1917 was consumed at the rate of 2.89 pounds per capita, and in 1929 it had jumped to 4.6 pounds.

However, we have a long way to go yet. When we compare our consumption with that of some countries we find that we certainly do have a long way to go. In the United States in 1929 we consumed 17.6 pounds of butter; in Canada in 1928 they consumed 28 pounds, and in New Zealand they consumed in 1928, 34 pounds. With these figures that I have given you showing what we are doing and what others are doing, you see that we have not yet reached the saturation period as far as dairy products are concerned. In September the demand for butter fell off 1.6%, however we produced five million pounds

(Continued on page 18)

## Status of the Dairy Industry

By O. E. REED

### Head of the Dairy Div. United States Dept. of Agriculture

When I survey your field, and the field

you are trying to cover and the most efficient way in which you are covering it, I feel that you are doing it as it should be done. The condition that we are in is generally what we make it, it is true, and we are hearing quite a bit about the period of depression we are going through. It is my opinion that the dairy industry is not faring so badly. It is not faring as badly as lots of other industries. The thing during all this depression that impresses me is that I have not heard much whining from the dairy people, and I think that the man who looks at things in a big broad way must look at a time like this as one of the inevitable times that come along in the lifetime of a man, or in the lifetime of a business.

This is not the time to let up on our educational work and I was interested to know that your Dairy Council in Philadelphia and round about are doing their part, and taking their workers off other things and putting them on that important factor for consumption.

Fluid milk markets over the country during the past month have been fairly steady. Fluid milk prices throughout the country are just a little below what they were a year ago. There are many other factors that are of general interest to the dairy industry. One thing that has held the stage since early in July has been the drought. However, when we sum up the situation up we find that there appears to be a sufficient amount of feed for dairy animals outside the immediate drought areas of the country; 85% of our product is from the specialized dairy centers of the country where there is no special hardship from drought.

An explanation might be necessary for the large number of deaths and withdrawals reported for this year. This is due to the work we have been doing in checking over the Locals for our new "set-up" whereby we are finding quite a few members who have died but were not reported to our Association.

Another thing of interest to our producers from a national stand-point, are the facts as gathered by the Bureau of Agricultural Economics. We find that there are substantial increases in the number of heifers kept during the last couple of years. Just what effect this will have, none of us are wise enough to know. There is one inevitable result, if this keeps up, and that is over-production.

One of the fundamental reasons why we are in a better shape than many other industries is because the American people are realizing more and more that they cannot get along without dairy products in their diet.

What of the future? I am not a prophet, nor the son of a prophet, but in my opinion the condition that we are in is on the average better than others and it will be as long as the dairymen devote themselves to keeping up the quality of their product, and produce it as economically and efficiently as they can.

We have had several periods of depression as time has gone along. Despite all

that if we study the facts and figures we

find that consumption has increased from

year to year during the past twenty years

and this increase in consumption, while it

may be more or less as it goes along, will

tend to go upwards if we as dairymen do

our share. I wish that other friends of mine could have heard the report of the

Dairy Council, made today, to hear how

you are doing your part in increasing the

consumption of milk.

During 1917 the per capita consumption of milk was 42 gallons; in 1926 it was 55.3 gallons, and at the present time it is 58.7 gallons, which shows that we have made a steady increase. In 1917 the butter consumption was 14.6 pounds per capita and in 1929 the production had increased to 17.6 pounds.

Cheese in 1917 was consumed at the rate of 2.89 pounds per capita, and in 1929 it had jumped to 4.6 pounds.

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(Continued on page 18)

## Annual Report of the Secretary

By I. R. ZOLLERS

### Fiscal Year Ending October 31st

from the main office and through our directors and field representatives in their respective districts. We feel that a part of the program of the Local meetings should be covered by local people.

During the past year the Board of Directors have held six meetings with a very high average attendance.

The Executive Committee have held meetings at intervals during the year.

The Board of Directors during the past year has been made up of: Pennsylvania, 15; Maryland, 5; New Jersey 3; Delaware, 1.

The Executive Committee of 7 is composed of: Pennsylvania, 3; New Jersey 2; Delaware, 1; Maryland, 1.

In accordance with the direction of the Board of Directors a resolution was passed at a regular meeting authorizing the purchase of stock certificates held by members who are no longer engaged or interested in dairy.

A revolving fund has been set aside for this purpose. At the close of the fiscal year twelve certificates have been purchased which comprise 24 shares of capital stock.

From time to time in accordance with the action of the Board of Directors, the office is gradually developing a system of membership records that will be as complete as modern office equipment and machine can make it.

Members and friends of the Association are always welcome at the office of your Association where a vast amount of information could be obtained.

In preparation of this annual meeting 121 local meetings were participated in by representatives of the central office. At these meetings 143 locals were represented. Where Locals were situated near each other, combined meetings were held. Notices of these meetings were sent out from the central office as part of the regular service which it extends to our locals.

### Drought Slows Growth of Trees

W. R. Mattoon, of the Forest Service, United States Department of Agriculture, estimates that the trees on one-half of the total forest area of the United States made subnormal growth this year because of drought conditions. Also millions of small tree saplings have died from the parching drought.

During 1917 the growth ring of new wood

fail to reach full size, the value of the timber increment of the United States for the year falls short by many thousands of dollars. But if this happens only at rare intervals in the lifetime of the country today,

the quality of the milk; and then the

other thing, is economical production; not only from a selfish stand-point, but from the stand-point of furnishing everyone who needs milk, with the milk at just as low a cost as possible.

It is refreshing, indeed, Mr. President,

to come here and have one of your number

who is in charge of the field and testing work, going out and helping along herd improvement associations and doing herd

tests for the farmers.

I have been to a number of organizations

similar to yours, but yours is the only one

that is taking a real active interest in the

organization of herd improvement asso-

cieties.

In closing, I want to say again that we

must always carry these two points in

mind, efficient and economical production,

and bettering the quality of the milk.

### Lime Helps Clover

Soils deficient in lime are unable, even

with liberal fertilizer treatment, to pro-

duce hay of good quality, tests at the

Pennsylvania State College revealed.

Lime with manure produced 16 per cent

more total clover in the hay mixture and

29 per cent more red clover than the hay

produced with manure alone.

Uncle Ab says that the effort to put up a front keeps many folks in arrears.

## OUR FOURTEENTH YEAR

Annual Address of H. D. Allebach, President, Inter-State Milk Producers' Association

(Continued from page 3)

SOURCE OF DAIRY PRODUCTS FOR PHILADELPHIA  
FISCAL YEAR ENDING OCTOBER 31st, 1930

## MILK



STATE	AMT. (1000 lbs.)	%
1 Pennsylvania	452,133	71.14
2 Maryland	77,522	12.20
3 Delaware	49,546	7.78
4 New Jersey	42,726	7.76
5 West Virginia	8,560	1.34
<b>TOTAL</b>	<b>635,559</b>	<b>100.00</b>

The Inter-State territory comprising Pennsylvania, Maryland, Delaware, New Jersey, and West Virginia furnished almost 99% of total receipts.

State Milk Producers' Association, each maintaining its own organization and paying its own expenses.

And among its summary of conclusions the writers state further that:

"The Inter-State Milk Producers' Association and the Philadelphia Inter-State Dairy Council with both the farmers and producers on the one hand and with the dealers and distributors on the other, are at the same time benefitting the public. This is being accomplished through their publicity, educational, nutritional, dramatic and quality control departments.

"The Philadelphia Department of Public Health through its Director and food inspectors is doing all in its power with the funds at present at its disposal, to aid in the production of clean and wholesome milk and its distribution to the community."

These extracts place before you a picture of your work and development not as we ourselves see it, but rather that of persons who have analyzed the whole situation and expressed their opinions in words.

## General Farm Legislation

Since our last annual meeting as far as local legislation is concerned in the several States in which we operate, practically nothing new has been accomplished. We feel that one of the greatest developments to help the farmer, nationally, was the passing of the New Tariff Bill, which puts farm products on an almost equal basis with manufactured products. There are still some few farm products which have not actually been equalized, but they are closer now than ever before.

## The Federal Farm Board

The Federal Farm Board, created previous to our last annual meeting, has been endeavoring to help the farmers in marketing their products. However, the opposition has endeavored to put many obstacles in the way of this movement and, because of them, the Board has not accomplished as much as it should have done if everyone had cooperated.

I regret to state, however, that even some of our farm organizations have not been exactly loyal to the Farm Board. How can we farmers expect to derive real benefits from this Board, if we are not going to give them our whole support? The Federal Farm Board has outlined

## Market Prices

The basic selling price of milk for 1930 has not been as high on an average as was that of 1929. The basic price f. o. b. Philadelphia for ten and one-third months, was \$3.69 per hundred pounds, for 4% milk. For one and two-thirds months it was \$3.94. This gives us an actual weighted average price for basic milk of \$3.724 per hundred pounds.

Our basic price at Receiving Stations in the 51-60 mile zone was \$3.11 per hundred

pounds for 4% milk, for ten and one-third months, and \$3.36 for one and two-thirds months. The increase of 25 cents per hundred pounds in the price of milk, which went into effect on September 1st, 1929, was continued until December 20th, 1929. This advance in price increased the production of milk so rapidly that your organization felt it necessary to reduce the price, 25 cents per hundred pounds, effective December 20th, 1929, in order to save the market situation.

Our surplus price, for the year 1930, ran considerably lower than other years. During seven months of the year, our surplus price was just four times the average price of 92 score New York butter, the twenty per cent not being added during that time. During the other five months the twenty per cent was added, but even with this, our surplus price was considerably lower due entirely to the unsatisfactory butter situation.

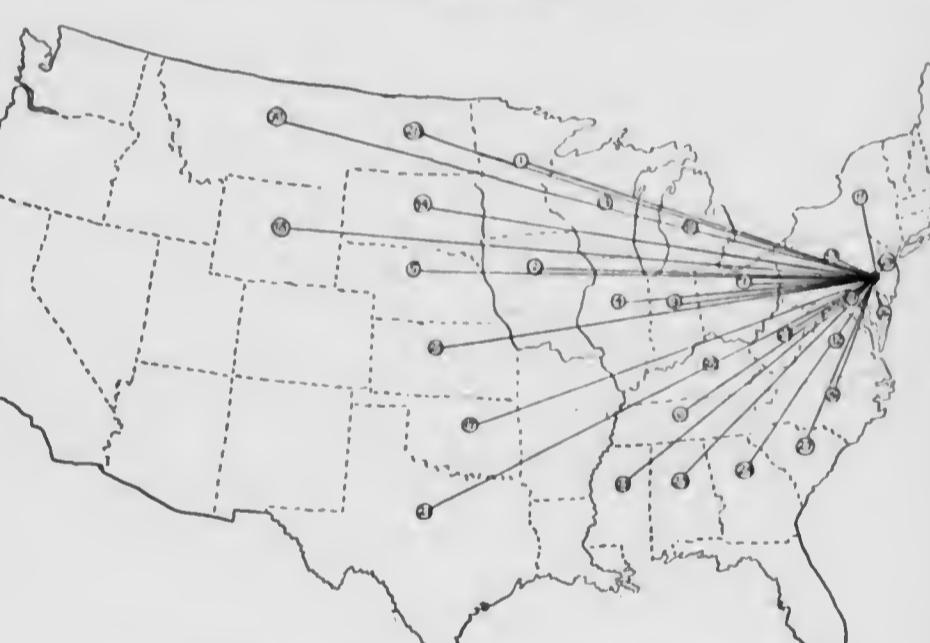
The surplus price for the five months, f. o. b. Philadelphia averaged \$2.477 per hundred pounds. For seven months it averaged \$1.979. The average price of butter during our fiscal year in 1929 was \$3.4645 as compared with \$3.781 for the same period in 1930.

## "A" Milk Prices

The distributors of "A" milk in our territory have continued to buy large quantities of "A" milk and producers have received substantial bonuses for it. Most of them are working under "A" milk regulations adopted over a year ago, which

SOURCE OF DAIRY PRODUCTS FOR PHILADELPHIA  
FISCAL YEAR ENDING OCTOBER 31st, 1930

## BUTTER



STATE	POUNDS	%
1 Minnesota	52,980,081	63.769
2 Iowa	6,688,604	8.050
3 Wisconsin	5,088,375	6.125
4 Illinois	4,408,574	5.306
5 Nebraska	2,948,486	3.539
6 Tennessee	1,811,214	2.181
7 Ohio	1,811,268	2.180
8 Missouri	1,562,093	1.880
9 Michigan	1,514,513	1.847
10 New York	1,204,512	1.417
11 New Jersey	728,447	0.877
12 Virginia	667,136	0.803
13 Pennsylvania	563,719	0.679
14 South Dakota	192,008	0.231
15 Mississippi	159,124	0.192
<b>TOTAL</b>	<b>83,080,759</b>	<b>100.00</b>

Philadelphia tables serve butter from almost every state east of the great plains area. Minnesota leads by a large margin. Dairy production is expanding in the Southern States and small amounts of Southern butter are shipped Northward.

we believe to be fair. This is returning to the producers a bonus for their extra labor. But, we must bear in mind that, with the generally unsatisfactory business conditions throughout the country, as far as industry goes, the consuming public does not have the means to buy as much of this high quality milk as it did previous to the depression, therefore, we should not increase our production of "A" milk at this time, and see that our dairymen do not

is Manager, aided materially in bringing about the reduction of the butter surplus until it is now below that of last year and below the five year average.

In this connection however, we will have to bear in mind that we cannot fall down on our butter advertising campaign, but that we will have to continue advertising the food value of butter as we have done in this last year.

(Continued on page 9)

Annual Address by H. D. Allebach, President, Inter-State Milk Producers' Association

(Continued from page 8)

## Production

The production of milk during the past fiscal year has been very regular. It exceeded the production of a year ago, up until May 1st, 1930, and from that time on, it has been lower each month than the same month in 1929. This proves to us, we believe, that our farmers have heeded the warning we gave them from time to time and have not done as producers in other sections, where they have increased their production way beyond that of a year ago.

We are quoting you in the table below the production of milk covering the calendar year of 1929. We do believe that a similar summary for the fiscal year 1930, when completed, will vary greatly from the data presented as our production, since May, 1930, has been less than a year ago.

## Butter Situation

The butter situation in the country as a whole, has been very serious during the past year. At one time during the year we found our holdings of butter in cold storage as much as 118,000,000 pounds above that of last year, and the five year average.

But the campaigns put on by the various dairy organizations, including that of the National Dairy Council, of which our former secretary, Robert W. Balderston

## Market Prospects

We hesitate to even guess what the prospects in reference to the production of milk for the future will be, with the drought in many parts of the country curtailing production of roughage and home grown feeds. We would naturally expect a lower productive rate. We are watching our market very carefully, and are warning our membership about the production and the consumptive rate of milk within the Philadelphia territory.

## Organization

During the fiscal year of 1930, 1,381 certificates have been issued. Within the fourteen years of our activities, we have issued 28,512 membership certificates. This, however, does not mean that we have that many active members at this time.

## Field and Test Department

Mr. F. M. Twining and the seven Fieldmen of this department report substantial increases this year in practically all branches of their work.

The men have checked regularly on the 145 milk plants and have made 91,175 milk plant tests. In addition to the milk plant tests they have made 5,515 tests of samples from member's individual herds.

This department has signed up 1,270 new members in the Association during the past year and have transferred 297 inactive members back to active membership.

The work of the department this year was the most important in its history as the severe weather conditions made the work of holding samples for butter fat tests more difficult than ever before in the history of the Field and Test Department.

## Milk Producers' Review

Our own publication, the Inter-State Milk Producers' Review, has brought to each member of the association, a message of what the market conditions have been and at times, warnings, which we hope you have deliberated and acted upon. It has covered in each issue the trend of the market.

It has quoted each month the official prices of grade B Market and Grade A milk, so that from these figures you may be able to check on the various prices paid for each month's milk in the various Inter-State territories. Our publication aims to keep you posted on milk market trends and gives you such other information, in which we think dairy minded producers will be interested.

The various plans, policies and programs of your Association are published in detail and we do trust that you have been better informed by reading it.

We feel that the publication should be of such interest that our members, on the whole, should carefully read it through from cover to cover. We feel it will keep

you posted on past events and give you food for thought in considering your future dairy programs.

And now the editor and the advertising representatives of the Milk Producers' Review have asked me to make one plea in their name. Considering the low cost at which this publication comes to you and remembering one fact, and that is that its support comes largely from its receipts

very close touch on the amount of milk produced by every farmer and in addition, we will be able to check, monthly, the average increase or decrease on production per farm within the territory and the total production of milk by our members. This is a most helpful factor in controlling our market.

The work of "setting up" complete addressograph list of members by Locals, addressograph list of members by Locals,

## Board of Directors

The Board of Directors have held their bi-monthly meetings throughout the year. We have carried out the plan of holding a two-day meeting which was started last year, and it appears to work very satisfactorily. This gives the directors sufficient time to present, at these meetings, a complete report on conditions in their districts, which is quite helpful to the officers of the organization.

## Executive Committee

The Executive Committee met quite frequently during the year. It has always been called in when questions of selling price arose and the directors have given power to the Executive Committee to act as the general sales committee, in conjunction with the President, who acts as sales manager.

## Philadelphia Inter-State Dairy Council

I feel it my duty and privilege to make a brief statement in reference to the activities of the Philadelphia Inter-State Dairy Council. You remember that this organization was started by the Inter-State Milk Producers' Association and is controlled by an equal number of directors from the Inter-State Milk Producers' Association and by cooperating milk distributors. The President of the Council is Dr. Clyde L. King, who has held that office since it was formed.

The Philadelphia Inter-State Dairy Council is recognized all over the country, as one of the largest units affiliating with the National Dairy Council.

The Quality Control Department of this organization is doing the most outstanding piece of work. It has been given credit by the Health Survey, made in Philadelphia, as contributing a wonderful piece of work for the consuming public of Philadelphia. I have quoted several paragraphs from this Survey in the early part of my talk.

## Inter-State Service to Members

It is the belief of the organization that service to its members is just as important as price. If you will read the outlines of the different cooperative organizations, you will find that all of them are paying more attention to the service they can give their members than anything else the organization is doing.

## Milk and Cream Reports

We would welcome suggestions from our members as to what additional service we could give them at present. We realize that they are asking for the herd improvement work, which pertains to their individual cow records, feeding, and also checking on their butter fat tests made by the dealers, and on their weighing. We are always ready to consider any additional service that we could render to our members.

## VOLUME AND VALUE OF INTER-STATE PRODUCTION

Calendar Year 1929

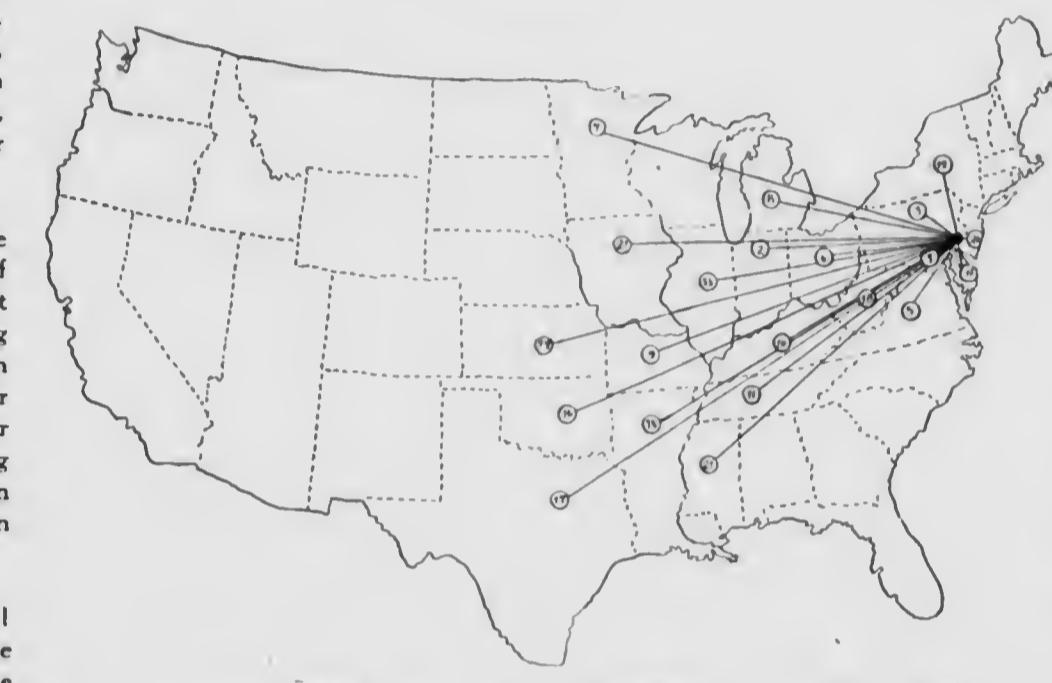
BASED ON 4% BUTTERFAT—F. O. B. PHILADELPHIA, PENNA.

ORIGIN	VOLUME	VALUE
State	Pounds	Percent
Pennsylvania	529,629,231	65.74
New Jersey	86,189,151	10.70
Delaware	62,604,736	7.77
Maryland	119,672,061	14.87
West Virginia	7,450,606	0.92
Total	805,545,785	100.00
		\$19,310,281.76
		3,142,456.45
		2,282,568.67
		4,365,243.34
		271,649.09

(Continued on page 14)

SOURCE OF DAIRY PRODUCTS FOR PHILADELPHIA  
FISCAL YEAR ENDING OCTOBER 31st, 1930

## CREAM



STATE	CREAM CANS	%




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## FOURTEENTH ANNUAL MEETING

Inter-State Milk Producers' Association, Inc.

BENJAMIN FRIN HOTEL  
PHILADELPHIA

November 18-19th, 1930



## FOURTEENTH ANNUAL MEETING

Inter-State Milk Producers' Association, Inc.

BENJAMIN FRIN HOTEL  
PHILADELPHIA

November 14-19th, 1950





# HOME and HEALTH

## Children's Books For Gifts

**H**E looked so irresistibly pleasant, in a word, that three or four good humored fellows said, "Good morning, sir, a merry Christmas to you!" and Scrooge said often afterwards that of all the blithe sounds he had ever heard those were the blithest in his ears.

DICKENS

## Women We've Met

It was a snowy day. The door of the little house in Gloucester County, New Jersey, opened promptly after the bell rang, and our hostess, limping slightly and with a sturdy youngster in her arms, brought us quickly inside to keep out the bitterly cold wind. Some one bumped into the dining table in the front hall. "You see, we've turned our dining room into the Christmas playroom, as we've been doing for several years. You'd be surprised how much pleasure it gives the children, and how untiring they are in using it.

"My husband sits down on the floor and rigs up all the electric devices. I don't know who has more fun, Sonny or his father. Our house isn't big enough for all the year-round nursery for the children, but we feel that this is certainly one time of the year when we are willing to sacrifice a little of our own routine for the sake of Christmas fun.

"As a matter of fact, it has added remarkably little to my housekeeping for instead of having toys and playthings from one end of the house to the other, we have most of them assembled in the single room. To be truthful, I must say 'most' for you know children." Our hostess laughed.

That was last Christmas. You will see it pictured in the center of this page. This year the house in which they live is one not so well planned, and the prospects for a Christmas room look discouraging. However, Sonny, age four, says, "We haven't worked out the problem yet." But between Sonny and his father and mother we are sure when Christmas morning dawns there will be a Christmas room.

## Hear Radio Talks

Timely talks on farm and garden topics are given at noon Monday, Wednesday, and Friday from WPSC, the Pennsylvania State College radio station. The station operates on a frequency of 1230 kilocycles.

## To The Winter Wind

Blind wind of the night,  
Raging, careering,  
Shriek to me through the keyhole,  
Shout to me down the chimney,  
Whistle and moan through the pinewood  
out of sight.

Bring Christmas here,  
The log on the hearth,  
The cattle in stall,  
Pile by the homedoor  
The snowdrift, untroubled  
Put ice on the wall.

JOHN GOULD FLETCHER, in  
"This Singing World."

Said four-years-old to three-years-old—  
"Hazel, what do you want Santa Claus to  
bring you?"

Without hesitation came the reply:  
"Nothing, I want to be bad."—From  
Parents Magazine.

"If there was one gift I could give to children it would be the love of books," someone has said. The grown-up who sits down to read aloud to a child from the immortal "Peter Pan" or "The Jungle Book" meets a youthful mind on its own ground of keen enjoyment.

The love of the best books is a taste which can be acquired by the kind of books with which parents let children first become familiar.

Therefore, when you make out the Christmas list, include one or more of the classics suitable to age. Father might give one such book to Dick, or Dick to his sister. Each one of the children might well receive every Christmas at least one of these young people's classics

such as Stevenson's "Treasure Island" or "A Child's Garden of Verses." Perhaps it might be Carroll's "Alice in Wonderland" or one of the whimsical "Pooh" books by Milne.

Possibly the boy is the right age for "The Knights of the Round Table," Conrad's "Sea Tales" or Mark Twain's "Tom Sawyer." For the girls there are such books as Lang's "Blue Fairy Book," and "Little Women."

The child who is allowed to grow up without being the possessor of well-worn but cared for volumes of such books as these has been defrauded of part of his birthright, and his parents have missed an opportunity to cultivate in him an appreciation for the best.

Secondly, the attendance showed steady growth over that of previous occasions. In addition to the wives of friends of delegates, we welcomed particularly a number of home demonstrators from counties within our territory.

Among the special guests attending were Mrs. J. R. Cassell, President Pennsylvania Society of Farm Women; Mr. Robert W. Balderston, Chicago; Mr. Margaret Brown, Home Extension, Pennsylvania State College; Miss J. Kathie Francis and Miss G. Elizabeth Runyan of the Extension Service, Mercer County, New Jersey; Miss Grace Bacon, Extension Service, Chester and Delaware Counties, Pennsylvania; Miss Ethel Bell, Extension Service, Montgomery County, Pennsylvania and others.

## Program Speakers

The program speakers brought time messages throughout. Dr. Hannah M. Lyons in her talk on "Small Beginnings" gave news from various parts of the "Inter-State" territory concerning various courageous enterprising women.

## Stuffed Dates or Prunes

2 lbs. dates, or prunes  
1/4 c. English Walnut meats  
1/2 oz. peanut butter fondant  
Cream cheese.

Separate and wash dates; dry on a clean towel, cut through one side of each date, lengthwise and remove seeds. Fill the cavity in one-fourth of the dates with peanut butter and one-fourth with chopped English walnuts. Roll pieces of fondant (confectioners sugar, moistened with water) the shape and size of the date seed, and place in the cavities of 1/2 of dates. Put 1/2 c. granulated sugar in a paper bag. Drop in a few stuffed dates at a time and shake until coated with sugar. Cream the cheese, add salt and red pepper; roll bits and stuff dates.

For mint apple chips, add a few sprays of mint to a syrup made by boiling together for seven minutes one-half cup light corn syrup, two cups of sugar, an one cup of water, and tint the syrup with green coloring. Pare, core and dice fir apples, and cook in the syrup until they are clear. They should be drained first on a plate and then on a screen spread over with a cloth. When they are glazed and no longer sticky they should be wrapped in waxed paper and stored in a cool, dry place.

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## OUR FOURTEENTH YEAR

Annual Address of H. D. Allebach, President, Inter-State Milk Producers' Association

(Continued from page 9)

THE FOLLOWING TABLE PRESENTS IN DETAIL THE PRICES IN EFFECT, MONTH BY MONTH, DURING 1930, ON THE VARIOUS CLASSES OF MILK:

MILK PRICES PER 100 LBS. 4% BUTTER FAT  
Fiscal Year Ending October 31, 1930

SOURCE: PRICE LISTS ISSUED BY INTER-STATE MILK PRODUCERS' ASSOCIATION, INC.

DATE OF ISSUE	BASIC PRICES		SURPLUS PRICES	
	PERIOD TO WHICH APPLICABLE	F. O. B. PHILA.	PERIOD TO WHICH APPLICABLE	F. O. B. PHILA.
Oct. 28, 1929	Nov., 1929	\$3.94	\$3.36	
Nov. 29, 1929	Dec., 1929	3.94	3.36	3.11(a)
Dec. 28, 1929	Jan., 1930	3.69	3.11	
Jan. 28, 1930	Feb., 1930	3.69	3.11	
Feb. 28, 1930	Mar., 1930	3.69	3.11	
Mar. 28, 1930	Apr., 1930	3.69	3.11	
Apr. 28, 1930	May, 1930	3.69	3.11	
May 28, 1930	June, 1930	3.69	3.11	
June 28, 1930	July, 1930	3.69	3.11	
July 28, 1930	Aug., 1930	3.69	3.11	
Aug. 28, 1930	Sep., 1930	3.69	3.11	
Sep. 29, 1930	Oct., 1930	3.69	3.11	
Oct. 28, 1930				

NOTE:—(a) Price change effective December 20, 1929.

MILK PRICES—PER 100 LBS.—4% BUTTER FAT  
F. O. B. PHILADELPHIA, PENNSYLVANIA  
Fiscal Year Ending October 31, 1930

MONTH	CLASS I		CLASS II	
	BASIC PRICE	I SURPLUS PRICE		
November	\$3.94	\$2.60		
December	3.94	2.53		
January	3.69 (c)	2.32		
February	3.69	1.98		
March	3.69	2.03		
April	3.69	2.09		
May	3.69	1.96		
June	3.69	1.86		
July	3.69	1.94		
August	3.69	2.09		
September	3.69	2.45		
October	3.69	2.47		
Weighted Averages for the year (b)	3.724	2.179		

NOTE:—  
(a) Weighted by Quantities Sold at Basic, I Surplus and II Surplus  
(b) Weighted by Quantities Sold Each Month  
(c) Price change effective December 20, 1929.MILK PRICES—PER 100 LBS.—4% BUTTERFAT  
F. O. B. PHILADELPHIA, PENNSYLVANIA  
Prices Applying to Class II or Surplus Milk During  
Fiscal Year Ending October 31st

MONTH	INTER-STATE MILK PRODUCERS' ASSOCIATION, INC.				
	1926	1927	1928	1929	1930
November	(b)	\$2.96	\$2.91	(b)	\$2.60
December	(b)	3.17	3.03	(b)	2.53
January	2.73	2.95	2.92	2.84	2.32
February	2.71	3.01	2.78	2.94	1.98
March	2.62	2.93	2.93	2.89	2.03
April	2.45	3.00	2.75	2.73	2.09
May	2.50	2.65	2.71	2.65	1.96
June	2.53	2.59	2.66	2.63	1.86
July	2.50	2.56	2.70	2.58	1.94
August	2.54	2.54	2.78	2.63	2.09
September	2.68	2.74	2.88	2.74	2.45
October	2.79	2.88	2.83	(b)	2.47
Weighted Average for the Year (a)	\$2.582	\$2.743	\$2.799	\$2.702	\$2.18

(a)—Weighted by quantities of milk sold at First Surplus Price each month.  
(b)—First Surplus Prices not in effect during months so indicated.

(Continued on page 15)

OUR FOURTEENTH YEAR  
Annual Address by H. D. Allebach, President, Inter-State Milk Producers' Association

(Continued from page 14)

PRODUCTION OF MILK IN INTER-STATE TERRITORY  
By Fiscal Year Ending October 31stAverage Daily Purchases  
Based on purchases of reporting buyers

MONTH	267,150 POUNDS WHOLE MILK				
	(1000 lbs.)	(1000 lbs.)	(1000 lbs.)	(1000 lbs.)	(1000 lbs.)
November	1,313	1,287	1,535	1,458	1,637
December	1,335	1,243	1,495	1,439	1,634
January	1,326	1,274	1,495	1,432	1,639
February	1,285	1,343	1,514	1,426	1,615
March	1,180	1,403	1,492	1,449	1,613
April	1,355	1,495	1,496	1,538	1,605
May	1,427	1,766	1,695	1,818	1,818
June	1,493	1,861	1,788	1,796	1,735
July	1,289	1,581	1,511	1,551	1,478
August	1,236	1,618	1,484	1,496	1,436
September	1,263	1,626	1,477	1,482	1,419
October	1,267	1,597	1,491	1,702	1,613

DETAILS OF WEIGHTED PRICES 1930  
PER 100 LBS.—4% BUTTERFAT—F. O. B. PHILADELPHIA  
Fiscal Year Ending October 31st

SOLD IN PRICE CLASSIFICATION	PER CENT CLASS SALES ARE OF TOTAL	(1) AVERAGE PRICE DURING YEAR
Basic	87.22	\$3.724
Surplus	12.78	2.179
All Milk	100.00	—

(1)—Weighted by quantities sold in each price classification each month.

BASIC AND SURPLUS PRODUCTION—1926-1930  
By Fiscal Year Ending October 31st

Year	PROPORTION OF TOTAL SALES AS			WEIGHTED AVERAGE PRICES		
	Basic	I Surplus	II Surplus	Basic	(Dollars)	(Dollars)
1926	(Per cent)	(Per cent)	(Per cent)	(Dollars)	(Dollars)	(Dollars)
1926	90.05	9.59	0.36	3.385	2.077	3.304
1927	88.82	10.84	0.34	3.690	2.267	3.583
1928	86.61	12.93	0.46	3.690	2.356	3.569
1929	89.48	10.13	0.39	3.755	2.702	3.642
1930	87.22	12.78	—	3.724	2.179	3.526

(1)—Weighted by quantities sold each month in respective price classification.

(2)—Weighted by quantities sold during year in each price classification.

## Penn State Marketing Class Visits Philadelphia Markets

The Class of students in Marketing, in the Department of Agricultural Economics, Pennsylvania State College, visited and inspected on November 13th, 14th and 15th many plants and marketing units in the Philadelphia district. The tour, which is an annual feature of the schedule in this department, included visits to the Produce Terminal, Penna. R. R.; Quaker City Cold Storage Plant; Produce Auction; P. R. R. Terminal, Oregon and Delaware Ave.; Abbotts Ice Cream Plant; The Horn and Hardart Commissary; Great Atlantic and Pacific Tea Co. Warehouse; Bayuk Cigar Factory and the offices of the Inter-State Milk Producers' Association.

On the second day, trips were made to the Supplee-Wills-Jones Milk Plant, Camden, N. J.; Campbell's Soup Company, Camden, N. J.; Louis Burk, Inc., Meat Packers, Philadelphia, Pa. A tour of the Port of Philadelphia, in the city tug "John Wanamaker" was also made on this day and visits were also made to the Reading Railroad Grain Elevator; Port Richmond and to the Tidewater Terminal.

On the third day, inspections were made at the Dock Street Markets; to Webb's Wool Warehouse; the National League of Commission Merchants; the United States Bureau of Agricultural Economics and the Grain Trading Floor of the Commercial Exchange.

During the students visit to the Inter-State Milk Producers' Association, H. D.

Caughey, Paul

Williams, Sam

Loughry, F. G.

Hayden, L. J.

Scholl, W. M.

Griffin, Roy M.

Martin, Wm. H.

Lutcher, L.

Hollom, N. S.

Storch, K. E.

### Federal Boards Join Hands to Teach Co-operative Marketing

The Federal Farm Board and the Federal Board for Vocational Education have joined hands in a program to promote education in the principles and practices of cooperative marketing of agricultural commodities and food products.

Under this arrangement information on the latest developments in the marketing of specific farm commodities will be available to teachers of day classes in the high schools and of evening classes for farmers. This information will be prepared with special reference to marketing conditions governing every important region of the country. Commodity marketing specialists in the Federal Farm Board will work with representatives of the Federal Board for Vocational Education in developing this subject matter.

It is expected that the united efforts of the two Government boards to lay greater stress on the teaching of cooperative marketing in the vocational agricultural schools will result in a clearer understanding on the part of the farm population of the principles of cooperative marketing and of the value of selling agricultural products cooperatively. The close contact which teachers of vocational agriculture have with both the younger and older generations on the farms, will it is believed enable them to make the local school a center for the discussion of community marketing problems and for the development of community cooperative marketing plans.

Commenting on the opportunity which teachers of vocational agriculture have in stimulating interest in and helping to develop cooperative marketing, A. W. McKay, chief of the division of cooperative marketing of the Federal Farm Board, cites the action recently taken by farmers in the tobacco-growing district of Virginia, who, as the result of joint conferences with county agricultural agents, vocational agriculture teachers, and the Farm Board, recently decided to organize their own cooperative marketing association.

"If the great resources and ability of the agencies engaged in the teaching of vocational agriculture," says Mr. McKay, "can be focused more directly on economic problems connected with the production and marketing of farm products, the development of farmer leadership and consequently the growth of more substantial cooperatives, will be materially hastened."

Within the next few weeks regional conferences will be held by representatives of the Vocational Education Board and commodity specialists of the Farm Board with supervisors of vocational agriculture in the principal States, to enlist the help of the latter group in the movement to teach cooperative marketing in the vocational agriculture schools and to map out plans for accomplishing this objective most effectively. Such conferences will be held in Dallas, Texas; Chicago, Ill.; St. Paul, Minn.; and Chattanooga, Tenn.

Vocational education in agriculture was inaugurated on a nation-wide scale with the passage of the Smith-Hughes Act in 1917, which provides for Federal cooperation with State boards of vocational education in promoting the establishment of vocational agricultural schools and classes. The Government department charged with the administration of the provisions of this act is the Federal Board for Vocational Education.

Uncle Ab says that depression hurts least those who have the confidence of fellow men.

### Slight Recovery in Crop Prospects

While a slight recovery was made in the condition of growing crops in most parts of the Commonwealth of Pennsylvania during September due to local rains, the corn crop still remains as the smallest since the Civil War, the buckwheat production at only slightly more than one-half of an average crop, the potato yield at 6,000,000 bushels below the 5-year average, hay at 1,000,000 tons short of normal and tobacco at 10,000,000 pounds under the 1924-1928 average, according to Federal State estimates.

On the other hand, wheat production is estimated at 5,000,000 bushels and oats at 2,500,000 bushels above the average. Apples will be 2,500,000 bushels short of the average. Peaches are estimated at only slightly more than one-half of the average. The pear crop is twice as large as the 1929 production, while grapes will be about 1,000 tons short of normal.

The following table gives the October forecast and the five-year average production for the principal field and fruit crops grown in Pennsylvania.

Crops	October 1	Forecast	5-year average
Corn (bus.)	29,000,000	52,940,000	
Winter Wheat (bus.)	25,110,000	20,375,000	
Oats (bus.)	39,918,000	37,308,000	
Rye (bus.)	2,210,000	1,693,000	
Buckwheat (bus.)	2,210,000	1,418,000	
Potatoes (bus.)	20,060,000	26,016,000	
Tobacco (lbs.)	40,898,000	50,856,000	
Hay (bus.)	3,670,000	4,548,000	
Apples (bus.)	8,325,000	9,372,000	
Peaches (bus.)	916,000	1,524,000	
Pears (bus.)	595,000	573,000	
Grapes (tons)	17,750	18,714	

### Bacteria Are Both Good and Bad, Scientist Says

"Not all bacteria are harmful, in fact, many are distinctly beneficial to mankind," says Dr. A. C. Hunter, head of the bacteriological unit of the Food and Drug Administration, United States Department of Agriculture. "I make this statement to dispel what I understand is a widespread belief that all bacteria are injurious to health."

Doctor Hunter divides germ life roughly into three groups. The first group, microbes beneficial to mankind, includes those which produce through fermentation such foods as pickles, sauerkraut, and some varieties of cheese. The second group of bacteria is composed of organisms which are harmful or destructive. In this group are included the germs which cause poisoning and disease and those which rot or sour food, making it unfit for use. Between these two groups is a third containing hundreds of kinds of bacteria which play no part in food production, poisoning, or spoilage.

"For the purpose of an illustration of the first group," suggests Doctor Hunter, "consider the bacteria used in producing the fermented milk product known as acidophilus milk. It is produced by growing bacteria of a certain type in milk. Bacteriologists in the Food and Drug Administration frequently examine acidophilus milk and similar preparations to ascertain whether these products actually contain true acidophilus bacilli and, if so, whether sufficient numbers of living microbes of the type are present."

"There is no need to be alarmed about the harmful bacteria," assures Doctor Hunter. "It is possible to keep them out of food and such prevention is more evident today than ever before. Some of the precautions taken today are the pasteurization of milk, chlorination of water, the growing of shellfish only in clean water, and the generally improved methods of food handling. Even the dreaded botulism, an outlaw which causes food poisoning, is not now the menace it was once."

The entertainment feature of the banquet was a presentation of "Beauty's

### Fourteenth Annual Meeting Inter-State Milk Producers' Association

(Continued from page 1)

December, 1930

### Penn State Cooperative Conference Attracts Large Numbers

Interest in cooperative marketing and buying ran high at the fifth annual Cooperative Conference of the Pennsylvania State College, November 20 to 22. The 125 delegates attending the sessions voted unanimously for another conference next year.

Credit extensions and collections engaged the attention of the co-operative representatives in the opening session, Thursday afternoon, November 20. M. C. Black, of the Allegheny County Cooperative Association; M. S. James, of the Union City Cooperative Association, and F. O. Kuhns, of the Wysox Farmers Cooperative Company, led the discussion.

Second Day's Session

The second day's session opened with visits of inspection to the various ice cream plants in Philadelphia in Camden, N. J. Over 200 members part on these trips which were under supervision of the field representative of the Inter-State Milk Producers' Association and membership, and J. K. Stern, of the college agricultural economics department, presented some results of a study of membership problems.

Starting the Friday afternoon session, Quentin Reynolds, general manager of the Eastern States Farmers Exchange, told of the background, accomplishments, and aims of the Exchange. He emphasized that the value of the services rendered should hold the members rather than other interests. H. E. Babcock, general manager of the Grange League Federation, described the wholesale and retail buying service of his organization. He stressed the value of true branding.

Professor W. V. Dennis, of the department of agricultural economics, discussed membership responsibilities. He emphasized the importance of knowledge, activity, loyalty, and faith as working tools for the member. He dramatized what happens when a member fails to exercise the essential characteristics.

At the annual banquet Friday evening, Bruce Derrick, of the Federal Farm Board Staff, substituted for Charles S. Wilson, Farm Board member, in the talk on plans of the Board for cooperatives in the northeastern states. Eight hundred small and large cooperatives in the 12 northeastern states are being surveyed. An analysis of 516 of these organizations completed by the middle of October showed that they did a business of \$313,000,000 last year. Another 187 of these groups had been visited and material collected up to November 5th. As soon as the analyses are completed, representatives of all organizations will meet and work out plans for the future.

In the meantime, any cooperative may unite with the national marketing association handling its commodity. Seven such associations have been established to market livestock, dairy products, grain, wool and mohair, cotton, pecans, and sugar. Potatoes, fruits and vegetables have regional organizations, with national set-ups under consideration.

Derrick referred to the Agricultural Marketing Act, which created the Federal Farm Board and defined its duties, as the seventh great step in agricultural legislation. The others are the Clayton amendment to the Sherman Act, the Capper-Volstead Act, the Warehouse Act, the Agricultural Credit Act, the Grain Futures Act, and the Cooperative Marketing Act. He told of additional work now being done to collect information in foreign countries on products which meet American produce either as imports or exports.

Babcock then outlined the marketing plans of the Grange League Federation for preparing, grading, and packaging



## THE BARGAIN IN THE CHECKERBOARD BAG

16 QUARTS FOR 23¢

16 QUARTS FOR 23¢

This is the good news which comes from the recent national farm-to-farm feed survey of 18 months...a survey of 50,536 cows...a survey covering the 48 states and Canada...a survey conducted by 870 men...a survey still going on.

When you buy feed for your cows you are buying milk in a bag. Consider, then, what a bargain you get in a 100-pound bag of Purina Cow Chows...113 quarts of milk...all in 100 pounds of feed and the roughage that goes with it. 16 of these quarts are extra...16 quarts which cost only 23¢...just a bit more than one penny per quart...there's something you can call a bargain! A bargain that comes only in Checkerboard Bags...a bargain that becomes your bargain when Purina Cow Chows become your feed. Purina Mills, 854 Gratiot Street, Saint Louis, Missouri.

### THE PURINA COW CHOWS

BULKY COW CHOW  
20% COW CHOW

24% COW CHOW  
34% COW CHOW  
BULKY-LAS

FITTING COW  
CALF CHOW

farm produce with the same set-ups used for the purchasing business.

The conference closed Saturday morning following talks on annual reports by H. A. Hanemann, Bureau of Markets, Harrisburg, and on management responsibilities by F. E. Manning, Extension Specialist in Agricultural Economics.

The Sixteenth Annual New Jersey Agricultural Week, which will include the New Jersey Farm Products Show, will be held in Trenton, N. J. January 27-29 and 30, 1931.

Plans are under way to make this Farm Products Show the best that has ever been held. In addition to the Show many meetings of agricultural organizations will be held during the period of the week.

### Inter-State "A" Milk Price Standards\*

Shipper of "A" Milk to Receiving Stations during the months of May, June, July, August, September, and October, having an average bacteria count for the month of 10,000 bacteria or less, shall receive a bonus of 40 cents per hundred pounds and a shipper with an average count of more than 10,000 and less than 50,000, shall receive a bonus of 25 cents per hundred pounds. During November, December, January, February, March, and April, the above bacteria bonuses shall be paid to those producers only, who have received similar bonuses during three of the previous six months above mentioned, provided that at least one of these three months be July or August. Producers, in addition to the above mentioned, quantities produced during the months of November, December, January, February, March, and April, for "A" milk bonuses as above described, shall be paid a bonus of 25 cents per hundred pounds for a bacteria count of 10,000 or less and 15 cents per hundred pounds for a bacteria count of more than 50,000.

Shipper of "A" Milk to Receiving Stations during the months of May, June, July, August, September, and October, having an average bacteria count for the month of 30,000 bacteria or less, shall receive a bonus of 40 cents per hundred pounds and a shipper with an average count of more than 30,000 and less than 100,000, a bonus of 25 cents per hundred pounds. During November, December, January, February, March, and April, the above bacteria bonuses shall be paid to those producers only, who have received similar bonuses during three of the previous six months above mentioned, provided that at least one of these three months be July or August. Producers, in addition to the above mentioned, quantities produced during the months of November, December, January, February, March, and April, for "A" milk bonuses as above described, shall be paid a bonus of 25 cents per hundred pounds for a bacteria count of 30,000 or less, and 15 cents per hundred pounds for a bacteria count of more than 100,000.

\*See page 5 for detailed prices.



**HIT** Your Cows For A Raise! may be a new way to say it, but it is a fact nevertheless—Larro will get an increase in pay for you. Larro builds health that boosts production and holds it up—Larro **sustains production!** Health and greater dairy profits are facts—facts that prove themselves wherever and whenever Larro is fed!

It is true your cows can pay you more—more milk is there—and by proof and fact Larro is the way to get it. See your Larro Dealer today. He will supply you with the feed that eliminates off-feed days, constipation, udder trouble—the feed that increases profits wherever it is fed.

THE LARROWE MILLING COMPANY  
DETROIT, MICHIGAN



Larro Family Flour best for Bread, Biscuits, Cakes and Pies

### Philadelphia Inter-State Dairy Council

The various departments are at your service and will assist you in planning

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### Fourteenth Annual Meeting National Cooperative Milk Producers' Federation

(Continued from page 6)

lem of stabilizing cheese prices by an adjustment of production to market demand. At Second Day's Session Milk Production Control Considered

At the general session on November 7th, a discussion of the question of production control in the fluid milk and cream industry came to the front as the most important problem facing the industry.

"The fluid milk cooperatives had been pioneers in this respect," said F. E. Lininger, professor of agricultural economics at Pennsylvania State College, at the beginning of the morning session. "It should also be noted," he continued, "that in many market activities of the Boards of Health in restricting market areas have been important factors in determining the degree of control exercise by producer organizations.

Prof. Lininger treated the matter of production control as to four different phases of the problem. He first pointed out the different kinds of fluctuations that occur in milk production, producing too much milk at some periods and too little at others. "Some of these fluctuations are seasonal," he said, "and others are due to cycles of over and under production brought about by price changes.

Professor Lininger pointed out that there is need of more definite information or indicators in order to estimate future production as a help to production control. He referred to the experiment being made by the Dairymen's League of New York, whereby questions are printed on the back of the members monthly milk check relative to the number of cows in the herd, number of cows and heifers freshening during the month, number of animals bred during the month, and so on. Monthly reports of the United States Department of Agriculture and other reports available in different markets were referred to as being valuable indicators of future trends.

The question of changing seasonal production concerns the individual producer. First, will evening up seasonal production get him a better price? Second, will it increase his cost of production? Professor Lininger emphasized the point that on the solution of this problem rests the whole production control program. He referred to the record of the Interstate Milk Producers' Association showing that in 1929 the even producer of that territory received considerably more for his milk than the uneven producer. However, too heavy fall production sometimes increased production costs out of proportion to the net return.

Some of the methods used for changing production he pointed out as follows: buying or selling cows, increased feeding, and fall freshening. He did not encourage producers buying cows in a period of low production and selling them prior to high production periods.

Fluid milk cooperatives have been pace-makers in the field of adjusting production to market demand," said Professor Lininger in summarizing his remarks. "Owing to changes in the number of producers, seasonal and short time changes are best indicated by dairy sales per farm, rather than by daily receipts in the market. Individual producers making seasonal adjustments are concerned with the effect on their net returns." The degree of seasonal adjustment differs. Farmers with large amounts of pasture relative to crop land and those far distant from market under the same basic-surplus plan should not attempt to even production as much as crop farmers or those near to market.

"Stabilization of the industry requires united effort of both producer and dealer

organizations to make available for analysis the fund of information needed to carry out an effective production control program."

A discussion of this subject was initiated by T. G. Stitts of Washington, C. of the dairy section of the Federal Farm Board. Mr. Stitts stated that carefully worked out plans have been put into effect in several milk sheds, controlling the production of milk, it has never been done by cooperative agents in controlling the production of manufactured products.

"The fluid milk cooperatives had been pioneers in this respect," said F. E. Lininger, professor of agricultural economics at Pennsylvania State College, at the beginning of the morning session. "It should also be noted," he continued, "that in many market activities of the Boards of Health in restricting market areas have been important factors in determining the degree of control exercise by producer organizations.

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The delegates also selected the following directors to serve during ensuing year:

John Brandt, Litchfield, Minnesota; P. L. Betts, Chicago, Illinois; G. H. Benkendorf, Modesto, California; R. E. Melvin, Plymouth, Wisconsin; W. S. Moscrip, Lake Elmo, Minnesota; J. H. Mason, Des Moines, Iowa; W. P. Davis, Boston, Massachusetts; Harry Hart, Covington, Kentucky; G. W. Sloane, Milton, Pennsylvania; D. N. Geyer, Chicago, Illinois; John D. Miller, Squawchuck, Pennsylvania; Frank P. Wilts, Ward, Pennsylvania; R. Smith, Snader, New Windsor, Maryland; C. E. Hough, Hartford, Connecticut; P. S. Brenneman, Jefferson, Ohio; N. P. Hull, Lansing, Michigan; C. F. Dineen, Milwaukee, Wisconsin; H. D. Albeck, Philadelphia, Pennsylvania; T. H. Bras, Los Angeles, California; J. B. Irvin, Richfield, Minnesota; Carl Haberlach, Tillamook, Oregon; U. M. Dickey, Seattle, Washington; I. W. Heaps, Baltimore, Maryland; A. E. Engbretson, Astoria, Oregon and J. R. Smart, Columbus, Ohio.

At the directors' meeting held immediately after the close of the delegates' meeting, the directors re-elected Harry Hart, of Covington, Kentucky, president; C. E. Hough, of Hartford, Connecticut, first vice president; John Brandt of Litchfield, Minnesota, second vice president; F. P. Wilts of Ward, Pennsylvania, treasurer, and Charles W. Holman of Washington, D. C., secretary.

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HEADQUARTERS: Springfield, Massachusetts

December, 1930

MILK PRODUCERS REVIEW

Eastern States Farmers' Exchange

### Good Feed Fit Cows For Milk Production

By E. J. PERRY

New Jersey Extension Service

Because the cows and heifers soon to freshen are the dairyman's greatest asset, every effort should be made to see that these animals are well fed and properly protected from accidents, rough handling, and storms. Feed hay and grain on pasture, or, better still, keep these cows and heifers near the barn and under close observation.

Any good commercial fitting ration containing 12 to 16 per cent protein should give satisfactory results at this time. As a good home mixed ration, it suggests this formula: 100 pounds each of cornmeal, ground oats, wheat bran, oil meal and 4 pounds of salt. The animals should have access to water and salt in brick form.

About two weeks before calving, the grain mixture should be gradually changed by eliminating the corn and oats, so that only bran and oil meal will be fed during the last ten days.

In the management of heifers that are soon to freshen, it is well to bring them into the barn with the milking herd when the period of liberal grain feeding begins. They can be fed while tied in the stallion, which serves the double purpose of getting them accustomed to being tied in the barn, and also enables the feeder to keep close watch on their condition. They should then be groomed with the rest of the cows, as this daily handling will overcome shyness and the heifers will be less nervous when milking begins.

### College Tests Electric Milk Cooling Machine

An investigation conducted by the Pennsylvania State College agricultural engineering department on 38 farms in various parts of the state shows that there are many different types of electric milk refrigerating machine installations on farms visited.

Tests made on more than half of these machines indicate that no two gave the same results, from 4 to 20 gallons of milk being cooled per kilowatt hour. Several of the plants are now under observation. Monthly records are kept on the quantity of milk cooled and the kilowatt hours used per month. It has been found that agitation of the water in the cooling vat speeds up the rate of heat reduction.

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In 1930, New York dairymen had 364 herds that averaged 300 pounds of butter fat; in 1929 there were 308 such herds.

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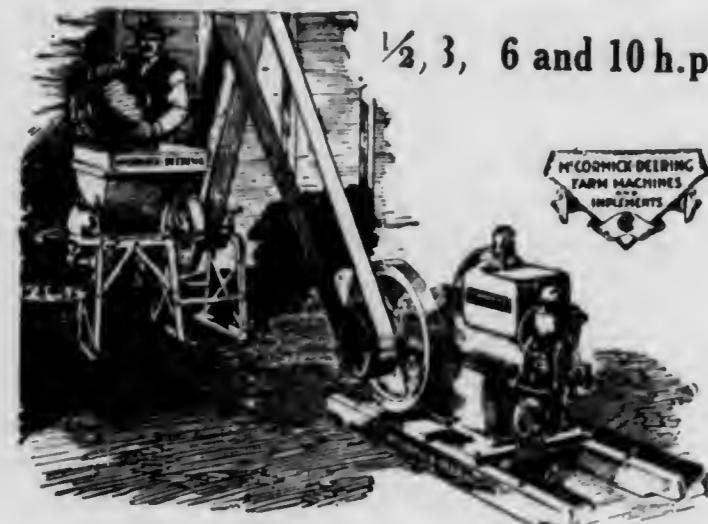
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phia, N. Y.

ASSOCIATION, Inc.

No. 9

## ANNUAL REPORT OF THE FIELD AND TEST DEPARTMENT\*

By F. M. TWINING, Director

In the last report of the Field and Test Department, submitted one year ago, we stated that our plans for 1930 included:

1. The continuation of the check testing service.

2. The signing up of at least 100 new members for every month of 1930.

3. The furthering of herd improvement work throughout the territory.

4. The help of members with their individual problems of milk production.

We are pleased to state that our activities during 1930 again show substantial increases in the amount of service rendered in all of those branches.

ment Associations we naturally reduce the number of requests for testing samples of individual herds. There were 5,515 herd samples tested last year, against 6,595 in 1929, and 4,936 in 1928.

Field Service of Great Value to Mem-

bers in 1930

With the possible exception of the first year after the organization of the department, the work of 1930 has probably been of the greatest value to members of any year since the inauguration of the Field Service Work.

The long periods of extremely hot weather of the past summer made the pre-

## ANNUAL REPORT OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL\*

By C. I. COHEE, Executive Secretary

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## MILK PRODUCERS REVIEW

**Dairy Industry One of Nations Largest**

Milk Represents a Fourth of the Total Farm Value of the Production of American Farms, says O. E. Reed, Chief of United States Bureau of Dairy Industry

"The dairy industry is an immense industry. It holds an exceedingly important place in our national economic structure. This must be so, because the commodity it produces is a prime essential in our very existence," said O. E. Reed, chief of the Bureau of Dairy Industry, United States Department of Agriculture, in addressing recently the first annual meeting of The North Carolina State Dairymen's Association at Greensboro, N. C.

The dairy industry is of such great size that it is difficult to realize how big it is. "The steel industry was once called 'the billion-dollar industry.' In the year July 1, 1927, to July 1, 1928, the total income received by American farmers for all their farm products was about \$12,250,000,000. One fourth of this, or about three billions, was produced by our dairy cows. This was two and a half times the annual value of the cotton crop, two and a half times the beef and veal crop, more than three times the wheat crop, and more than twice the hog crop."

The demand for the dairy products of American farms is increasing year by year; milk, butter, cheese, ice-cream, etc., are becoming a greater part of the diet of the American people, he said.

The increase in the demand for dairy products is due to two factors. The first is the improvement that has taken place in the quality of all dairy products generally in the last few years. There is a direct relation between quality and consumption. Milk that is low in quality is always difficult to market to advantage, whereas milk of good flavor and high sanitary quality always has, under normal economic conditions, an advantageous market and is consumed in relatively large amounts. The second factor is a better understanding on the part of people generally, of the value of milk and milk products in relation to nutrition and health. In recent years a great deal of emphasis has been put upon the vitamin content of

4. Milk is rich in vitamins, those acid food substances which are necessary for the proper functioning of the body.

"The dairy industry and the public generally are greatly indebted to the national, regional, state, and city dairy councils for the educational work they are doing on the value of dairy products in the diet," he said in reference to the fact that Americans still consume less dairy products per capita than is consumed in some of the European countries. "These councils are non-profit, purely educational organizations, supported by the dairy industry, and they enjoy the full confidence of school authorities and organizations interested in the health and nutrition of our people. Their service is of mutual benefit to both the dairy industry and the consumer."

The problem of raising the general level of quality of milk and cream at the point of production, the farm, is one that must be given more consideration. The objects of quality improvement are to increase consumption and provide the consumer with clean, wholesome, and nutritious dairy products.

**Boarders Do Not Pay**

No dairy farmer ever makes any money running a boarding house for unproductive cows, say State College dairy specialists

**Quart Milk Bottles Break Most Easily**

A survey made by the Bureau of Dairy Industry, United States Department of Agriculture, indicates that quart bottles break more readily than pints or smaller bottles. In nearly half of the milk plants studied this was the case. Half-pint and smaller bottles, known to the milk trade as "jars," led the breakage in a third of the plants, and pints made the best showing.

As a rule, quart bottles break more easily than smaller bottles when subjected

**Don't Let Your Milk Freeze****EVERYBODY LOSES WHEN MILK FREEZES**

A number of factors enter into the matter of the correct weighing, sampling and handling of frozen milk. It even has a detrimental effect on consumption.

**1.—Producers Lose in Weight and Test**

Aside from the frozen milk and cream particles that adhere to milk cans and lids, and become lost, there is an appreciable loss from the remaining icy slush that remains in the weighing vats. This icy slush increases and decreases in the weight vat in accordance with the temperature of the milk and makes accurate weighing impossible.

It is also a well recognized fact that it is impossible to accurately sample frozen milk for butterfat test. A survey made by the Field and Test Department of the Inter-State Milk Producers' Association on a number of dairies showed that an average test of 4 per cent, on days when milk was not frozen, was reduced to 3.4 per cent, for the same samples, when the milk was allowed to freeze. It is evident therefore, that a true sample of milk cannot be obtained unless the frozen milk be completely thawed before samples for butterfat tests are taken.

**2.—Buyers Lose in Handling Frozen Milk**

A considerable loss of time results in the handling of frozen milk. Weighing is greatly slowed down because of the retention of frozen icy slush in the weigh tank. Frequent readjustments of the weigh scales is necessary—and at that it is difficult to obtain true weights.

Frozen milk also exerts a detrimental effect on the appearance of the milk, which may lead to losses, such as decreased consumer consumption.

**3.—Consumers Lose in Quality of Milk**

Milk that has once been frozen never recovers its original quality. Particles of the milk curd become changed in character after freezing. Some of these particles separate and frequently adhere to the glass milk containers and convey the impression to the consumer that the milk has been tampered with.

**WHERE IS MILK MOST LIKELY TO BECOME FROZEN? EVIDENTLY AT THE FARM**

The proof is evident—Milk delivered by the same truck will have some dairies that never have frozen milk, no matter how cold the weather may be, while on the other hand, there are others that almost always have frozen milk when the weather temperature gets below the freezing temperature.

**Keep your milk from freezing  
It will save you money.**

F. M. TWINING, Director,  
Field and Test Department.

to the same blow, and pints probably break more easily than "jars." But the smaller bottles generally get more blows and strains in the average plant, especially in the washing machines, conveyors, and bottling machines.

In the survey, covering 69 plants, each time 1,000 quart bottles were handled 9.6 of them were broken; each handling of 1,000 pints resulted in the breakage of 7.2; and each handling of 1,000 "jars" resulted in 8.1 being broken.

Ice cream consumption last year was 3 gallons per person compared with 2.46 gallons in 1920, and with 1.04 gallons in 1910.

Milk consumption per person is estimated now at approximately 58 gallons per person annually, although exact figures on this commodity are not yet available. Milk consumption in 1920 was 43 gallons per person

year 1889 when per capita consumption was 19.9 pounds.

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**Consumption of Dairy Products Shows Strong Upward Tendency**

Per capita consumption of all dairy products except butter is now at the highest point in the nation's history, says the Bureau of Agricultural Economics, United States Department of Agriculture. There has been a marked upward trend especially in the last ten years.

Per capita consumption of butter last year is computed at 17.61 pounds compared with 14.7 pounds ten years ago. The peak in butter consumption was in the

**Feed Cows Well, But as Cheaply as Possible Say Dairy Speciali**

Dairying, a business which less than a century ago was represented by the "family cow," the hand-powered dash churn, and the milk crocks on the cellar or spring house floor, is now by far the outstanding farm enterprise in Pennsylvania, according to the Pennsylvania Department of Agriculture.

Federal statistics indicate that the sale of milk alone is the source of a greater cash income to farmers than the sale of all field, fruit and vegetable crops combined. Furthermore, the revenue from milk equals approximately one-half of the total cash income from all livestock and livestock products sold from the farm.

It has been estimated that dairying is

the principal source of income on approximately 100,000 of the State's 172,000 farms. Not long ago, a study of the principal sources of farm revenue in 40 of the leading agricultural counties of the Commonwealth revealed that milk led in 33.

In total value of dairy cows, Pennsylvania stands fifth among the states, being outranked only by Iowa, Minnesota, New York and Wisconsin and in average value per head, exceeds all these states, excepting New York. Almost 80 per cent of the farms in Pennsylvania have dairy cattle, according to the last triennial census.

The following table gives the cash income from products sold by Pennsylvania farmers in 1928:

Products	Cash Income
Milk	\$84,950,000
Other livestock and livestock products	94,070,000
Eggs (chicken)	\$38,941,000
Cattle and calves	20,645,000
Hogs	15,896,000
Chickens	15,128,000
Sheep and lambs	1,000,000
Wool	238,000
Honey and beeswax	407,000
Feld crops, fruit, etc.	82,083,000
Grand Total	\$261,103,000

**College Dairy Herd Reports Banner Year**

Holiday greetings sent to alumni and friends of the dairy husbandry department of the Pennsylvania State College by Professor A. A. Borland, department head, tell the story of the dairy activities at Penn State for the year.

Professor Borland reports that there are 185 head of purebred dairy cattle in the college herd. These represent the Ayrshire, Brown Swiss, Guernsey, Holstein, and Jersey breeds. Seventy-one head of cows in production averaged 9425 pounds of milk for the year, the best annual record to date. Fifty head of Holsteins are being used in experimental work.

Feed concentrates as often as the cow is milked. Roughage and succulents may be fed twice a day.

Feeding concentrates wet has no advantage over feeding them dry.

Always grind or roll grain for dairy cows.

Soak at one time only as much beet pulp as can be fed in 24 hours.

Cows will eat more of a coarse, stemmy hay if it is run through a cutter, although the digestibility of the feed is not affected.

Grinding hay or other dry roughage does not pay.

There is no advantage in mixing ground roughages and ground concentrates except that a small quantity of ground roughage may be used to lighten a heavy ration of concentrates.

Corn fodder cut and treated with a converter, which changes some of the starch to sugar, has been found to possess no advantage over corn silage in cost, palatability, or quantity of milk produced.

Always feed highly flavored feeds just after milking. It is advisable also to do all the feeding at this time.

Immediately after a cow has calved, give her a small quantity of a warm bran mash.

Uncle Ah says that some folks place new ideas and dynamite in the same class, and are afraid of both.

## MILK PRODUCERS REVIEW

**Michigan Is Free From Cattle T. B. After Court Upholds Law**

The State of Michigan was officially designated August 1, as a modified accredited area signifying that all its cattle herds are practically free from tuberculosis. This is the third State to attain this distinction, says the United States Department of Agriculture. Maine was qualified in May, 1929, and North Carolina in October, 1928.

Final accreditation in Michigan followed closely the recent dismissal of the so-called "black cow" case by Royal A. Hawley, circuit judge of Ionia, Michigan. This case, which questioned the validity of the law authorizing the tuberculin test, was

an Ionia County cattle owner. All other counties in the State had met the official

**Cut Farm Fuel Wood to Improve Timber Crop**

The farmer who can cut his winter fuel wood from his farm woodland is lucky, says the Forest Service, United States Department of Agriculture. He can get his fuel at low cost and at the same time be improving his woodland for timber production.

Farm fuel wood is an important farm crop. About 36,000,000 cords are cut on farms yearly. In one year, during the war, only five other crops exceeded it in value. Name: corn, wheat, oats, hay, and cotton.

The cutting of farm fuel wood can be made a means of getting better and faster growth of the most valuable trees in the woodland at the same time that the winter fuel supply is being laid in. This is what foresters call "improvement cutting."

**Dairymen to Take Prominent Part in Coming Penna. Farm Show**

Dairymen true to their role of representing the outstanding farm enterprise in the Commonwealth will take prominent part in the fifteenth annual Pennsylvania Farm Show to be held in Harrisburg, January 19-23, 1931.

The Pennsylvania Dairymen's Association, the Pennsylvania Guernsey Breeders, the Jersey Cattle Club, the Federation of Holstein-Friesian Club, the Ayrshire Breeders Association, the Brown Swiss Breeders and the Holstein-Friesian Registry Association will hold conventions, banquets and luncheons during Show week. Breeders of the outstanding dairy cattle in the Commonwealth will have representative entries in the dairy cattle department in which the management is offering, for the first time in the history of the Show, a standard classification for the leading dairy breeds with total prize offerings in excess of \$8,300. In addition, \$111 will be offered in the milk and butter department of the exhibition. Other dairy features will be the educational displays by the breed associations and the 4-H Dairy Club exhibits.

Certainly the outstanding feature of the week will be the dedication of the Farm Show Building itself, Monday evening, January 19th. The structure covers almost ten acres of ground and is the largest and finest exhibition building entirely under one roof in America.

**Judges Announced For Coming Penna. Farm Show**

The following judges for the fifteenth annual Pennsylvania Farm Show, Harrisburg, January 19-23, 1931, have been announced by the Show management.

Horses: D. J. Kays, Ohio State University, Columbus, Ohio; Sheep: John Liles, Collis, Ohio and P. C. McKenzie, Pennsylvania State College; Swine: J. S. Coffey, Ohio State University, Columbus, Ohio; Beef cattle: F. L. Bentley, Pennsylvania State College.

Dairy cattle: Ayrshire, John Cochrane, Bernardsville, New Jersey; Brown Swiss: C. R. Gearhart, Pennsylvania State College; Guernseys: Robert Scoville, New York City; Holstein-Friesians: A. A. Borland, Pennsylvania State College; and Jersey: Otto G. Schaefer, New York City.

Dairy products: D. H. Bailey, Pennsylvania State College; Corn: J. Stanley Cobb, and H. B. Musser, Pennsylvania State College; Small grains: C. O. Cromer, Pennsylvania State College; Potatoes: E. V. Hardenburg, Cornell University, Ithaca, New York; Cigar leaf tobacco: J. W. Eshleman, Ephrata, Pa.; Apples: L. H. MacDaniels, Cornell University; Vegetables: W. B. Mack, Pennsylvania State College; Maple syrup and maple sugar: A. C. McIntyre and Ethel Jeffords, Pennsylvania State College; Wool: John Liles, Collins, Ohio and P. C. McKenzie, Pennsylvania State College; Eggs: P. H. Margoly, E. W. Callenbach and D. R. Marble, Pennsylvania State College; Poultry: J. E. Weaver, Davidsville, Pa.; C. S. Smith, West Milton, Pa.; William Mimich, Carlisle, Pa. and R. G. Williams, Lake Worth, Florida; Home economics: Ethel Jeffords and Margaret Brown, Pennsylvania State College.

The judges for flowers, apiary products, dramatics and sports will be announced later.

**Give Cows Good Care**

Good cows fed well and properly cared for will return profits even under adverse conditions. Join the local cow testing association to find the ability of each cow.

## INTER-STATE MILK PRODUCERS REVIEW

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Advertising rates on applicationEntered as second-class matter, June 3, 1920,  
at the post office at West Chester, Pennsylvania,  
under the Act of March 3, 1879.

The Inter-State Milk Producers' Association, through its official organ, "The Inter-State Milk Producers' Review," extends to its membership, as well as to all of the readers of the "Review," its best wishes for a Happy and Prosperous New Year.

The value of a safe milk supply has been evident in the increasing consumption, on the whole, of our product.

During the coming year let every producer of milk, endeavor to maintain a productive rate in keeping with the demand. Produce that milk on an economical basis, use proper care in production and we believe, that at the end of 1931, producers who follow that plan, will find the year to have been one that will be satisfactory and prosperous, on the whole.

A full measure of cooperation will aid greatly in bringing about such results.

There is still time. If you have not already planned to attend at least one of the two great Farm Products Shows, held in the Philadelphia Milk Show during the current month, viz.: the Pennsylvania State Farm Show held in Harrisburg, in the new Farm Show Building, January 19 to 23, 1931, and the New Jersey State Farm Products Show, held in the Armory Building, Trenton, N. J., January 27 to 30, 1931, make your arrangements to do so at once.

Agriculture, from every angle, will play a prominent part in these great shows. The dairy industry particularly will play a prominent part in the exhibits and demonstrations. There will also be outstanding meetings of state-wide agricultural organizations, held during the periods of these shows. You should attend these shows or at least the one in the state in which you reside and profit by the new developments in agriculture and in dairying, particularly. A broader idea of the whole agricultural situation in your state can thus be gained and you will be profited thereby.

And just what happened? Early in December we warned producers to slow down on excessive milk production, indicating that continued high pressure production might result in price reductions. Did the membership, on the whole, heed that warning? No! In other words, they pushed production to an even higher level. And what happened? By mid-December the market was flooded, and the inevitable result was a drastic price cut.

It will be to the advantage of the members of the association to promptly heed the warnings sent by our association.

Every communication sent to our membership is based on facts developed after a careful analysis of the situation and prompt cooperation whenever requested, is absolutely necessary.

Apparently decreases in production might appear to be unsatisfactory to our producers, but often it's much easier to take a small loss, when necessary, in order to avoid a drastic cut, all along the line.

Prompt action, based upon the knowledge of your association, whose officers are in close touch with actual conditions, is not only necessary, at all times, but particularly when such action has a direct influence on the whole milk price structure.

### January Milk Prices

Under agreement made December 12, 1930, with co-operating buyers, the price to be paid for basic milk during January, 1931, will be as noted below.

The price of basic milk, 3 per cent butter fat content, F.O.B. Philadelphia, for January will, subject to market conditions, be \$2.89 per hundred pounds or 6.2 cents per quart.

The price of basic milk delivered at receiving stations in the 51-60 mile zone, for January, 3 per cent butter fat content will, subject to market conditions, be \$2.31 per hundred pounds, with the usual differentials and variations at other mileage points.

### SURPLUS MILK

Surplus milk shipped during January, will be paid for by co-operating buyers, on the average price of 92 score butter solid packed, New York City.

### DECEMBER BUTTER PRICES

	92 Score Solid Packed	Phila., New York	Chicago
1	36 1/2	35 1/2	33 1/2
2	37 1/2	36 1/2	33 1/2
3	38 1/2	37 1/2	33 1/2
4	37 1/2	36 1/2	33 1/2
5	37 1/2	36 1/2	33 1/2
6	37 1/2	36 1/2	32 1/2
7	37 1/2	36 1/2	31 1/2
8	34 1/2	33 1/2	32 1/2
9	34 1/2	33 1/2	32 1/2
10	34 1/2	33 1/2	32 1/2
11	34 1/2	33 1/2	32 1/2
12	33 1/2	33 1/2	31 1/2
13	33 1/2	32 1/2	31 1/2
14	32 1/2	31 1/2	31 1/2
15	32 1/2	31 1/2	31 1/2
16	32	31	29 1/2
17	31	30	29
18	31	30	29
19	31	30	29
20	31 1/2	30 1/2	30
21	31	30	30 1/2
22	31	30	30 1/2
23	30 1/2	29 1/2	29
24	30 1/2	29 1/2	29
25	30	29	28
26	30	29	28
27	30	29	28
28	30	29	28 1/2
29	30	29	28
30	29	28	28
31	29 1/2	28 1/2	27 1/2

### Report of the Field and Test Dept. Inter-State Milk Producers' Association

The following statistics show the average operations of all the Inter-State Milk Producers' Association field men in connection with testing, weighing and general membership work, for the months of Sept. and Oct., 1930.

Sept. Oct.  
No. Tests Made..... 6669 10307  
No. Plants Investigated.. 39 35  
No. Membership Calls... 252 355  
No. Calls on Members... 277 312  
No. Herd Samples Tested 329 307  
No. New Members Signed 71 117  
No. Cows Signed..... 520 667  
No. Transfers Made.... 16 22  
No. Meetings Attended.. 9 43  
No. Attending Meetings.. 361 1405

## MARKET CONDITIONS

H. D. ALLEBACH

The conditions of the milk market in the country, on the whole today, is critical in the Philadelphia area which effects the producers in this territory, conditions very unfavorable at the present time. This is due to several reasons:

The buying power of the public has been greatly curtailed on account of general unemployment situation and our consumption, therefore, has decreased by 8 to 10% and with the doors of some of our banks of Philadelphia being closed, conditions have not improved at all; if anything it has made conditions considerably worse.

Under these circumstances the public seems to be afraid to buy little, if anything, all at the present time. In addition to this our milk production, for the month of December has exceeded that of any other month during the past year. Apparently my letters of warning have not, as yet, taken effect on the milk producer in this territory and everyone seems to be holding his production as high as ever, and in fact, many cases even a little bit higher.

Butter prices, in the United States, have dropped below everyone's expectation and with the price still going down, every butter buyer appears to be waiting for to go down lower still before stocking up any supply for the future.

It is the first time in years, that the butter creamery in our territory, practical refuses to take on any new producers, even at butter prices. Unless we all cut production at once, by either selling our boarder cows or slowing up on feeding, it is questionable just what might happen to our milk market in the very near future. Although the Inter-State Milk Producers' Association price is no higher than some of the other markets and not as high as some of them, yet we find that there is a great temptation for outside milk to come into our market, at the present time, at a much lower figure than our quoted prices, but we find some buyers, who are taking advantage of this situation and due to the fact that it is a buyer's market, are not paying strict on the Association price. This of course, will continue no doubt, just as long as our market is flooded with milk.

The Board of Health has set February 1st, 1931 as the dead-line on all milk coming into Philadelphia that has been produced from herds that are not under the supervision of the Federal or State Department in reference to the Tuberculin Test. We hope, that all our members will have their herds tested by that time and that they will be able to meet these conditions. Those who do not meet these conditions will not be permitted to ship, unless an extension is again made before that date, which I doubt the Board of Health will do.

### The Butter Situation

From information available in the American Creamery and Poultry Products Review, we note in reference to butter production that the make of creamy butter apparently showing steady increase in all leading production sections, although the rate of gain is very variable. At nearly all leading points the output is now fully up to the same time last year, with some section running ahead of last year. The price range during the month has been downward, having declined steadily from 37 1/2¢ the high point for New York 92 score butter early in the month, to 29 1/2¢ at the close of December. The market has been generally weak with occasional rallies that meant but little, being due probably, to the volume of supply available for immediate demand.

Butter holdings as of December 1, 1930 as announced by the U. S. Bureau of Agricultural Economics, on December 12th, show creamy butter holdings as 87,969,000 lbs. as compared to 111,650,000 lbs. on December 1929, and a five year average of 80,999,000 lbs. Cream holdings on the same date aggregated as follows: 40% cream.

When milk is not tested the price f. o. b. Philadelphia is 8 cents per quart for December 1-14, and 7 1/2 cents per quart for December 15-31.

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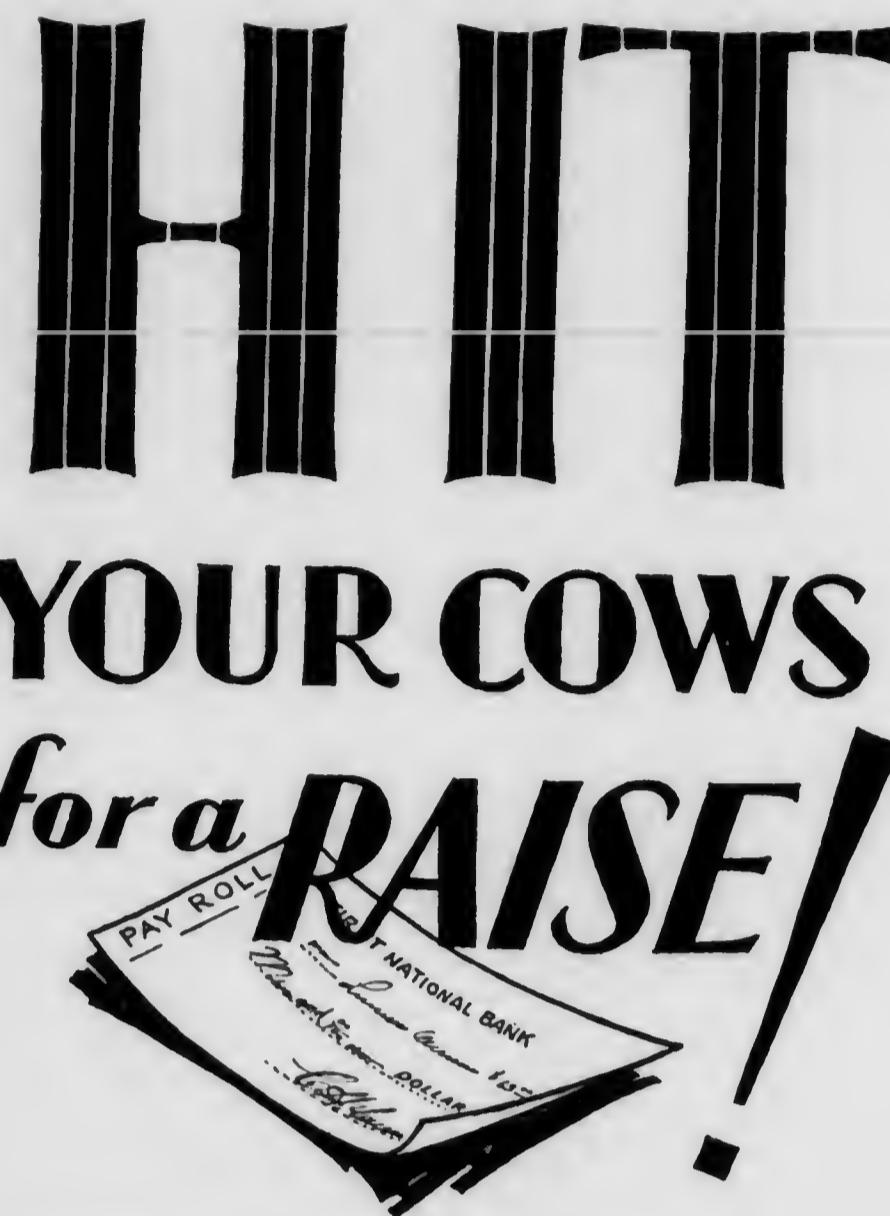
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**HIT** Your Cows For A Raise" may be a new way to say it, but it is a fact nevertheless—Larro will get an increase in pay for you. Larro builds health that boosts production and holds it up—Larro **sustains production!** Health and greater dairy profits are facts—facts that prove themselves wherever and whenever Larro is fed!

It is true your cows can pay you more—more milk is there—and by proof and fact Larro is the way to get it. See your Larro Dealer today. He will supply you with the feed that eliminates off-feed days, constipation, udder trouble—the feed that increases profits wherever it is fed.

THE LARROWE MILLING COMPANY  
DETROIT, MICHIGAN



Larro Family Flour best for Bread, Biscuits, Cakes and Pies

### Philadelphia Inter-State Dairy Council

The various departments are at your service and will assist you in planning

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C. I. COHÉ, Sec'y, 219 North Broad Street, Philadelphia

### ANNUAL REPORT OF THE FIELD AND TEST DEPARTMENT

(Continued from page 1)

have members' butter fat percentages brought up to a safe margin over minimum state and city requirements under threat of discontinuance of those who failed to comply. The men of the department gave much assistance to members in making the necessary changes to bring the butter fat content of their milk up to the demands of the market.

The Fieldmen have many times rendered valuable service in their respective territories by adjusting local troubles promptly without the necessity of Mr. Allebach or some other officer of the Association having to be called from one part of the territory to another at short notice.

Many meetings of producers have been held by the Fieldmen and Local Directors without other representatives of the Association having to be present. The total number of meetings at which one or more Fieldmen were in attendance was 246, with a total attendance of 13,028. The average length of service of the men of the department is now 6 1/2 years. The experience they have gained makes them capable of very materially lessening the myriads of demands upon the services of the officers of the Association.

Having been honored by having one of our staff, L. Ralph Zollers, chosen as Secretary of the Association with consequent loss of most of his time to our work, the remaining eight men have so rearranged their testing schedules that up to this time we have been able to carry on the work without having to employ another man regularly.

We have conducted a number of special test investigations since the last announced report and as a result it is probable that we shall in the future make some changes in our method of check-testing in some parts of our territory. In other respects we expect to follow the same general plan of work in 1931 that we have followed the past year and we are at all times open to suggestions from members as to ways in which our department may better serve them.

\*Report delivered at 14th Annual Meeting Inter-State Milk Producers Association.

Horace F. Temple  
INCORPORATED

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and  
Designer

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THE NAME TO GO BY—WHEN YOU GO TO BUY  
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EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

### Farm Real Estate Values Decline

Farm real estate in Pennsylvania suffered a general decline in value during the past year, according to reports from farmers and realtors in agricultural districts.

The Federal-State Crop Reporting Service finds that the downward trend statewide excepting in a few localities adjacent to expanding industrial centers.

The average value of land with improvements is estimated at \$70 per acre compared with \$76 a year ago, and per acre land \$55 compared with \$59.

Very little activity in buying is reported even in localities where values are held steady, although requests from prospective purchasers are numerous. Small farms trucking, dairying, poultry raising, located on improved highways, are said to be in greatest demand. Large farms are stocked and equipped to receive cattle.

One of the very interesting developments is the fact that availability of electricity is becoming an important item in the eyes of prospective purchasers.

The supply of farms promises to exceed the potential demand until, at least, the mortgage money market eases considerably, reporters state.

In spite of the unfavorable farm real estate situation, the percentage of vacant farm homes appears to be decreasing. In 1928, 6.2 per cent were reported vacant; in 1929, 6.0 per cent; and in 1930, 5.7 per cent. This is accounted for, however, by increase of almost one per cent in number of farm homes occupied by families engaged in agriculture. The percentage of homes occupied by families engaged in agriculture has decreased slightly during the past two years. The highest percentage of farm homes vacant is in the north-central counties while the least is in the leading agricultural counties of the south-central and southeastern districts.

**FARM WANTED**  
Wanted to buy from owner having farm or improved land for sale. John Black, Chippewa Falls, Wisconsin.

"CHOICE DAIRY COWS"  
FOR SALE AT FREEHOLD, N. J.



One or a carload—Tuberculin tested Holsteins, Guernseys and Jerseys. Fresh and close springers. Reliable guarantee and delivery. See or write.

JACOB ZLOTKIN  
Phone 330 Freshold Opp. C. R. R. Depot

CRUMB'S  
Chain  
Hanging  
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Also Water Bowls  
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Tell me what you need  
I'll tell you and I will save  
YOU MONEY.

Winthrop W. Dunbar  
Box 2, Forestville, Conn.

USE  
WARNER  
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For Every  
Agricultural Use  
For WHITEWASH  
For FORAGE CROPS

1616 Walnut St. - Phila.

### Produce Dealers Must Be Licensed

The Perishable Agricultural Commodities Act requiring the licensing of commission merchants, dealers and brokers by the United States Secretary of Agriculture, became effective on December 10, 1930, according to the Bureau of Markets, Pennsylvania Department of Agriculture.

This act is intended to suppress certain unfair and fraudulent practices in the marketing of fresh fruits and vegetables in inter-state or foreign commerce and provides for the licensing of all commission merchants, dealers and brokers, subject to the Act.

Perishable agricultural commodities, as defined in the law, means fresh fruits and fresh vegetables of every kind and character, whether frozen or packed in ice or not. The term "dealer" applies to any person buying or selling 20 or more carloads per year. A producer selling only commodities raised by himself is exempted from the provisions of the act. Any person buying for sale at retail less than 20 carloads annually is also exempted. An annual licensing fee of \$10 is provided in the law.

The law states it shall be "unfair conduct" to engage in any of the following practices and makes their use unlawful: (1) fraudulent charges, (2) unjustified rejection or failure to deliver, (3) discarding, dumping or destroying without reasonable cause, (4) making fraudulent or misleading statements concerning conditions, quality, quantity, disposition or market conditions, (5) failure to correctly account, (6) misrepresentation of State of origin, and (7) removing or altering tags which represent Federal or State inspection.

Any one who suffers from any of the above unfair practices may file a complaint with the Secretary of Agriculture for the purpose of securing equitable reparation. If a licensee shall be found guilty of violating the act he shall be liable for the full amount of damages sustained, which will be enforced by a reparation order of the Secretary of Agriculture or by suit in court.

Any commission merchant, dealer or broker, subject to the provisions of the Act, who failed to procure a license by December 10, 1930, shall be liable to a fine of \$500 plus \$25 per day for each day of operation thereafter without a license.

The Secretary of Agriculture of the United States may, for violation of the act, publish facts and suspend a license for not over 90 days, or for flagrant or repeated violations, he may revoke licenses.

Every person subject to the act, must keep such records and accounts as will disclose all business transactions and ownership of the business. The Secretary of Agriculture is empowered to inspect all records, accounts and memoranda of a licensee, for determining the facts in reference to a complaint and may publish facts or suspend a license for 90 days for failure to keep records.

Get the facts why a Unadilla Silo is the best Silo buy today. Let us tell you how to fill your Unadilla and feed it from it to get best results. Catalog and Prices on request.

Unadilla Silo Co., Inc.  
Box D Unadilla, N. Y.

### COWS

### Report Farm Prices Are Lower Despite Unfavorable Crop Year

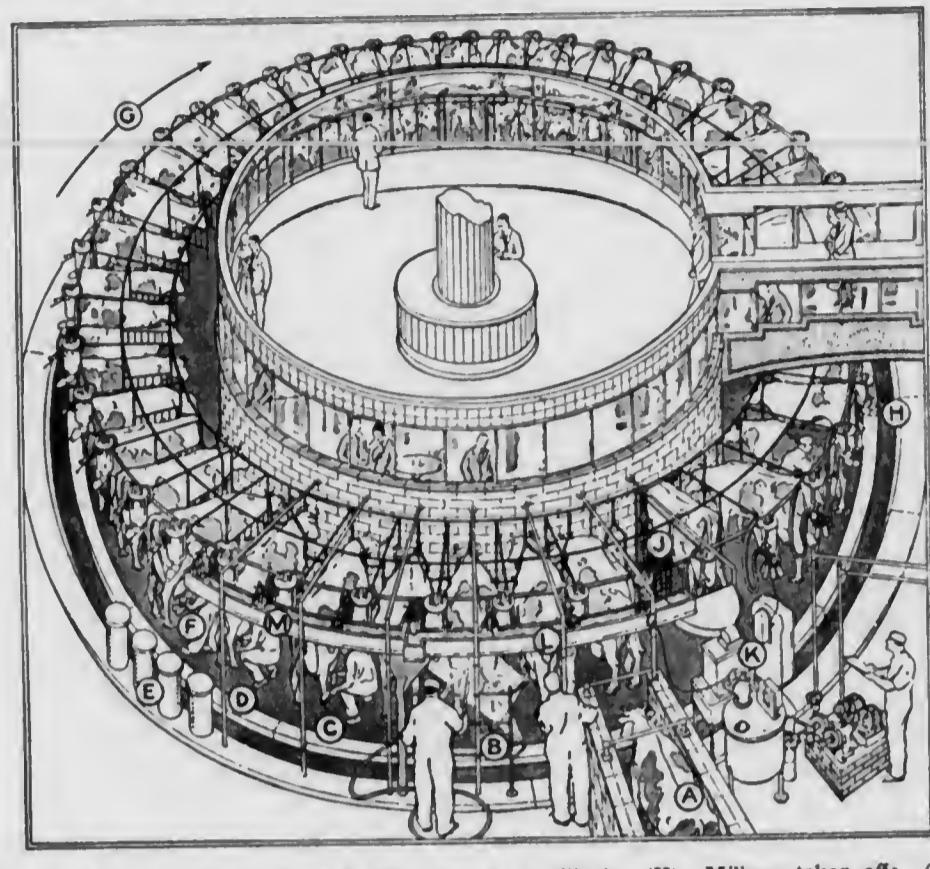
Crops are not up to average yet prices of farm products are low. The supply situation says the Bureau of Agricultural Economics in its December 1 report on The agricultural situation would seem to justify a price level higher than last year's, whereas in fact prices are the lowest in several years.

The composite production of 17 principal crops this season is estimated at 6 per cent smaller than production in 1929, and 5 per cent less than the 1919-28 ten-year average. The supply for each person in the United States is 7.4 per cent less than in 1929, and 13 per cent smaller than the ten-year average. The bureau's combined index price of thirty farm commodities in October was approximately 25 per cent below the index of October, 1929.

"This year," says the bureau, "will be remembered by most farmers as one when the weather, the crops, and the markets seemed to turn to their disadvantage. The late crops, however, were improved somewhat by the fall rains with the result that estimates of production of corn, potatoes, sweet potatoes, and of various other crops are substantially higher now than the August forecasts. Egg production per hen has gradually worked back toward normal, and milk production per cow has increased. Butter production in October was only 1 per cent smaller than production in October, 1929."

Reporting conditions in key regions, the bureau says that "in Kansas, wheat is furnishing excellent fall pasture; corn husking and cribbing have progressed rapidly, but much of the corn is of poor quality; there is a decrease in the number of cattle to be grain finished, although more sheep and lambs may be fed in the State. In Indiana, the milk flow and egg production are holding up well, but low prices of lambs and fat cattle are making finishers cautious. In the Pacific northwest, fall truck crops have made good growth with very little frost damage, but prices have been so low that many growers say that this season's operations have been at a loss."

## THE WONDER OF THE DAIRY WORLD



The diagram above shows how the famous Rotary Combine Milking System at the Walker-Gordon farm, Plainsboro, N. J., operates. (A)—Cows step onto slowly moving platform; (B)—Cows washed; (C)—Operator wiping cow's udder; (D)—Operator takes foremilk from cows; (E)—Hot water cones; (F)—De Laval Milkers attached; (G)—Platform moves in this direction, completing a revolution in 12½ minutes and during that time 50 cows are milked; (H)—Milkers taken off; (I)—Cows step off platform and go back to their barns from here; (K)—Milk automatically dumped, weighed and piped to bottling room.

(L)—Milking machine runs at 1200 rpm; (M)—Milk is automatically sterilized with hot water. Milk at the rate of 250 cows an hour and is operated 24 hours a day to milk the Walker-Gordon herd of over 1500 cows, three times daily.

THIS remarkable new Rotary Combine Milking System now in use at the Walker-Gordon farm, Plainsboro, N. J., a division of the Borden Company, the oldest and largest certified milk producers in the world, is the wonder of all who have seen it.

The milking machine equipment was made by De Laval, and while much of this equipment was especially designed by us, yet the principle of milking is the same as that of all De Laval Magnetic Milkers, and the milking itself is exactly the same as that of the De Laval Magnetic.

The method of drawing milk into the glass jars without exposure to human hands or other contaminating sources is similar to that of the De Laval Magnetic Combine Milking System, which milks, weighs and conveys the milk from cow to bottle in one operation, and of which there are already a considerable number in use.

It is a splendid tribute to De Laval that the great Walker-Gordon organization should recognize the principles involved in De Laval milking as being correct and should have selected the De Laval organization to design and build their milking equipment.

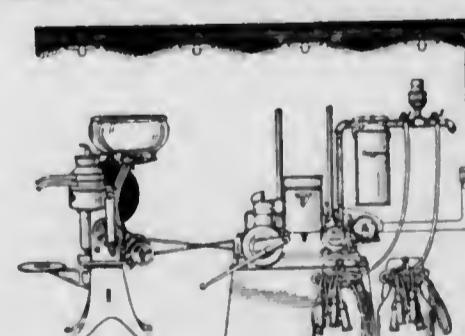
Whether you may have five or 5000 cows there is a De Laval Milker which can be adapted for your needs, which will milk your cows better, faster and at less cost, and at the same time produce more and cleaner milk, than can be done in any other way.

### Another Great De Laval Combination

THE great combination of De Laval machines illustrated at right is just as remarkable in its way as is the wonderful Rotary Combine shown above. With this outfit you can milk, separate, light your barn and heat water, all in one operation and at less cost and with greater satisfaction than can be done in any other way. It consists of the Alpha Dairy Power Plant, De Laval Magnetic Milker and "3,000,000" Golden Series De Laval Separator.

The Power Plant supplies power at extremely low cost, and in addition heats water for washing the milker and other dairy utensils for nothing. The De Laval Magnetic Milker, which gives the best milking, also generates enough surplus current so that it will light four special low-voltage electric lamps, sufficient to light the average barn in splendid manner. This electric lighting costs the user nothing for maintenance and is a wonderful convenience and satisfaction.

The "3,000,000" De Laval Golden Series Separator is without question the world's best cream separator.



150 herds to select from. 100 of them located in Tioga, 50 in Bucks County, Pa. Double tested (T. B. and Abortion) and sold subject to both tests. Above all else is health, combined with good C. T. A. Records. For appointment to see these herds, write or phone

J. N. Rosenberger  
431 S. 51st Street, Phila., Pa.  
Phone Allegheny 3229

No matter what your separating or milking requirements are, there is a De Laval machine to do this work better than any other. See your nearest De Laval Agent or write the nearest De Laval office below.

THE DE LAVAL SEPARATOR COMPANY  
NEW YORK  
CHICAGO  
SAN FRANCISCO  
61 Beale Street

**FARQUHAR**

Now You Can Have "Non-Wrap"



**BIGGER AND BETTER CROPS**

**FARQUHAR IMPLEMENTS**  
DO MORE WORK WITH LESS LABOR

The "NON-WRAP" Manure Spreader helps tremendously in conditioning and enriching ALL Soil—no large lumps or irregular spreading. There is an even feed and consequently even distribution. An old but well known principle has been applied to the beater arms and they cannot wrap but shred, pulverize, and deliver to the distributor in an even stream. The "NON-WRAP" spreader will produce a big profit in 1931. Bulletin 930 describes both types.

**WOOD FRAME HARROW**—The old reliable "Perry Pattern" has been improved and is acknowledged to be the Strongest, most efficient, and gives longer service than any implement ever put on the market.

**One, two, three or four Sections**



**Sizes: 16, 18, 20, 22 and 24 teeth.**

**Modern methods of soil conditioning and tillage were largely brought about by a combination of tools.** The Combined Harrow-Roller performs two operations—the harrow levels the ground, pulverizes, and brings the clods to the surface where the roller crushes the clods before they become dry and hard.

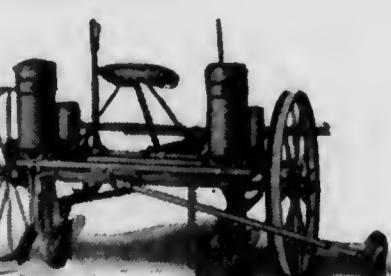
**One, two, three or four Sections**



**SLED RUNNER HARROW**—This is an efficient, serviceable, and very popular harrow. The Ideal for trashy ground as it cleans itself easily. Adjustable from dust mulching to  $5\frac{1}{2}$  inches penetration. Long flat pieces of steel are bolted on the bottom and serve as runners or soles. These are easily replaced when completely worn out. For team or tractor.

**INTERCHANGEABLE GRAIN DRILL**—Sows accurately all kinds of grain with wide range of quantity; grass seeder; fertilizer sown according to the latest approved method. Well balanced, light draft and easily operated. Low down. The simple method of changing the Hoe drill to a Disc drill is an outstanding feature. One drill and an extra set of discs and you have a drill for every purpose. Ask for Bulletin 330.

**"STAR" Two-row Corn Planter**



"STAR" Corn Planter—Just put in the right seed plates, adjust the levers to the proper depth of planting, set the covers to cover the seed as desired and you have a wonderful planter for level or hillside planting.

**A. B. FARQUHAR CO., Limited, Box 961, York, Pa.**

## REPORT OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL

(Continued from page 1)

### Extension of Bacteria Control Work

During the past year the Dairy Council has been employed as official milk inspector for several districts suburban to Philadelphia. It is one of the very few instances on record where an industry organization has been employed and paid by tax payers to conduct an important piece of public work. This confidence on the part of public officials is the result of many years of earnest effort to improve the milk supply in the Inter-State territory.

Efforts have been made to extend the bacteria control work of the Quality Control Department so as to cover the entire Philadelphia Milk Shed rather than a limited number of plants, as has been the case in the year previous. Demands for this type of work have been so great on the part of purchasers of milk that the Council has been unable to keep up with the demand.

Two years of experimentation with bacteri counts leads to the belief that this work is most necessary during the summer months. Plans are being formulated to extend this phase of Dairy Council activity during the summer months and detailing some of the activities that are now being handled during the summer, to the winter months. This will permit the extension of bacteriological surveys without making necessary an extra expenditure to finance it.

### Development of New Literature

Two posters have been developed in this Council during the past year; an "Honor Roll" poster, and one designed for Negro groups.

"Health in Action," a school booklet using the story of how the circus lives and eats has proved popular.

"Through the Farmyard Gate," is a farm project for lower school grades.

"Patter Protests" and "Elizabeth's Basket" are two new dramatized talks for the lower grades.

"The Marriage Shoppe" is Happy Goldsmith's new play for adults.

### Council Cooperation with Nutrition Classes

In our plans for the immediate future recognition of the economic situation must be considered in planning our program. Now as never before we must endeavor to reach the adult with information that teaches them how to take care of the families' food needs on an income that is very much lower in cost than that in which they have been accustomed, and at the same time maintain in their diet the present amount of milk and other dairy products.

*\*Report delivered at Fourteenth Annual Meeting, Milk Producers' Association.*

**Quietness and Convenience in Philadelphia's Newest Hotel**

### The Robert Morris

Rooms all outside and with bath. All beds equipped with box springs and Nachman inner hair spring mattresses.

**RADIO IN EVERY ROOM**

Single rooms - - \$3.00 \$3.50 \$4.00

Double rooms - - 4.50 5.00 6.00

LUNCHEON 60 and 75

DINNER \$1.00. \$1.15. \$1.50

**FOR SALE—"SELECT DAIRY ALFALFA" Clover, Timothy and Clover Mixed.** Delivered prices quoted. Prompt shipment. JOHN DEVLIN HAY CO., 192 N. Clark Street, Chicago, Illinois.

### Lime and Fertilizer Spreaders \$15.00

**Two Wheel Wheelbarrows for Dairy men and other farm use \$8.00**

Send for Circular

**J. S. GREENLEAF**

Anson, - - - Maint

## January, 1931

### Weatherman Explains What "Cyclone" Means

A "cyclone" in the science of meteorology is not a violent and destructive windstorm or "twister" so greatly dreaded in some parts of the United States. That sort of storm is properly called a tornado. A cyclone, weather forecasters explain, is an extensive system of winds over an area of low atmospheric pressure as measured by the barometer. It is represented on the synoptic charts published by the Weather Bureau of the Department of Agriculture by arrows showing the wind directions and a series of waving lines resembling the contour lines on a map. These lines pass through points having equal barometric pressure at the time indicated by the chart. Other similar sets of lines represent areas of high pressure or regions of "anticyclones." A cyclone may cover several States, and as a rule moves in an easterly direction across the country.

### Health Centers as Avenue for Council

The annual report of the Health Centers of the Division of Child Hygiene under the Philadelphia City Department of Health showed at the close of its office year in September, 1930, that the Dairy Council co-operated in one hundred and eleven food demonstrations or talks to mothers. Over five thousand parents were reached in this way.

### Looking Into the Future With the Council Program

This year affords an opportunity to check the effectiveness of Council work. If the public has been so thoroughly taught that milk is such an important item in the diet that it has become the last commodity touched in an effort to cut down expense then the years of Dairy Council work have been worth many times what they have cost. There is every evidence that when the heads of the families have been reached with the Dairy Council message, the consumption of milk is maintained to a much higher degree than is the case with other commodities.

In our plans for the immediate future recognition of the economic situation must be considered in planning our program. Now as never before we must endeavor to reach the adult with information that teaches them how to take care of the families' food needs on an income that is very much lower in cost than that in which they have been accustomed, and at the same time maintain in their diet the present amount of milk and other dairy products.

*\*Report delivered at Fourteenth Annual Meeting, Milk Producers' Association.*

# Your AMCO AGENT Can Help You—



Whether or not you are satisfied with your present dairy profits — see the Amco Agent near you. He knows there is no feeding rule that can be applied to every dairy cow under all feeding conditions.

Every cow is different and needs to be fed individually. Every dairyman has different home-grown feeds, requiring individual consideration to make sure of a balanced ration.

What to feed — and how to feed — are both vitally important; and what fits your neighbor's case may not suit your needs at all.

Talk to your Amco Agent — he's a good man to know. He will advise you which of the seven Amco Dairy Feeds to use. All are open formula feeds — ranging from 12 to 32% protein. With this wide range you can get Amco Feeds that fit your own conditions and assure you maximum dairy profits.

Co-operating with every Amco Agent is the Amco Service Staff of nationally known authorities on nutrition. These men are ready to advise you on any feeding problem.

Ask your Amco Agent  
for full Information



Dist. Office:  
Dept. H-1  
Muncy, Pa.

### Cows Need Roughage

Cattle need roughage in the ration. Where the supply of hay and silage is limited the amount fed may be somewhat less than usual but substituting concentrates for a large part of the roughage should not be attempted. It is better to make use of the straw stack or to buy hay, oat feed, or beet pulp.

### Use of Tractors Grows

During the 10-year period, 1918-28, the number of farm tractors in this state increased from 5000 to 35,000. Power farming methods have increased man's ability to improve his capacity, according to agricultural engineers of Penn State College.

<sup>1</sup> Experiments show that the nitrogen in legumes turned under as green manure is more readily available for plant growth than that in stable manure.

For dairy cows, wheat and barley have the same feeding value per ton. Do not use over 600 pounds of wheat in a ton of dairy feed; it is too concentrated.

# Compensation, Automobile & Truck Insurance

## Save Money by Giving Us Your Insurance

Our policies furnish Compensation protection as required by the Compensation Act. We protect the employer as well as his employees. We paid a dividend for 1929 of 20%. If interested, write for particulars.

I am interested in having Casualty Insurance for my help and protection for myself, 24 hours in the day. I estimate my payroll for the year at .....  
 Occupation .....  
 Name .....  
 Address .....

We write insurance  
in the state of Penn-  
sylvania only.

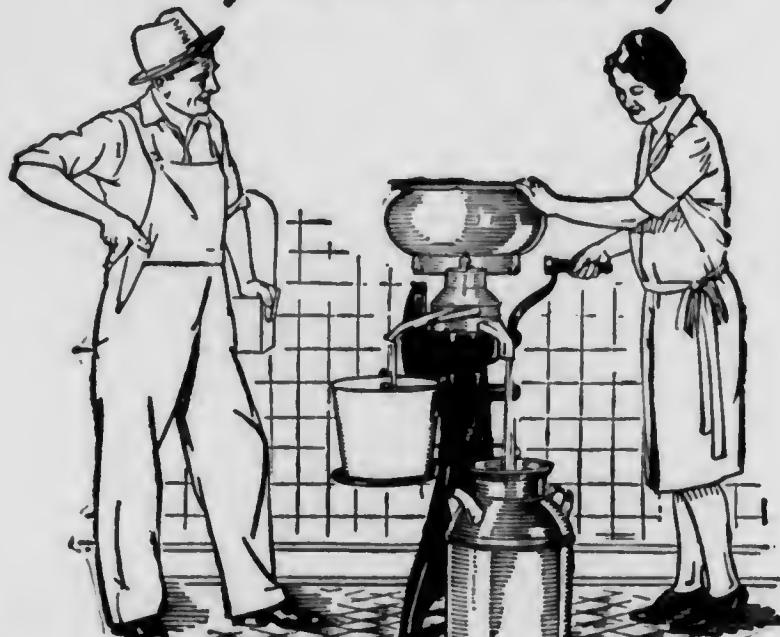
WE WRITE A STANDARD AUTOMOBILE POLICY. IF INTERESTED, FILL IN THE ATTACHED BLANK AND WE WILL GIVE YOU FULL INFORMATION

Name.....	Address.....	City.....	County.....
Insurance Begins.....	19.....	Expires.....	19.....
Business.....	Mfg. Name.....		
Type of Body.....	Year Model.....	No. Cylinders.....	
Serial No.....	Motor No.....	Truck.....	
Capacity.....	Serial No.....	Motor No.....	

**Pennsylvania Threshermen & Farmers' Mutual Casualty Insurance Co.**

311 Mechanics Trust Bldg., Harrisburg, Pa.

**"No Wonder  
they sell so many"**



### McCormick-Deering Ball-Bearing Cream Separators

NEW owners are delighted when they discover the advantages of owning a McCormick-Deering yourself. On request we will bring one of the six sizes—(How big is your herd?)—out to your farm for a trial.

Tell us whether you prefer a hand, belt, or motor-driven model.

INTERNATIONAL HARVESTER COMPANY  
OF AMERICA  
Incorporated  
HARRISBURG

BALTIMORE

## IS YOUR NEIGHBOR

A MEMBER OF THE

### Inter-State Milk Producers' Association

OPERATING IN THE PHILADELPHIA  
MILK SHED

The greatest measure of success in any movement, is obtained through close cooperation.

Cooperative endeavor is measured by the strength of its membership.

The Inter-State now has over 28,000 cooperating dairymen members.

See to it that every dairyman in your community becomes associated with this movement.

Write this office for information, or see our local director or field man in your territory for information or for membership blanks

### Inter-State Milk Producers' Ass'n

219 N. Broad St., Philadelphia

# INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE DAIRY PRODUCERS' ASSOCIATION, INC.

West Chester, Pa. and Philadelphia, Pa., February, 1931

No. 10

Vol. XI

### Inter-State Directors Hold Bi-Monthly Meeting in Harrisburg

The regular bi-monthly meeting of the Board of Directors of the Inter-State Milk Producers' Association was held in the new Farm Show Building at Harrisburg, Pa., on January 19th, 1931.

President H. D. Allebach, presided and called the meeting to order at 2:45 P. M.

The roll call by Secretary I. Ralph Zollers showed a 100% attendance of the Board as follows: President, H. D. Allebach; Vice-President, Frederick Shangle; Secretary, I. Ralph Zollers; Treasurer, Robert F. Brinton; Assistant Treasurer, F. M. Twining and Directors S. K. Andrews, J. H. Bennett, Ira J. Book, E. H.

Philadelphia Inter-State Dairy Council reported on activities of the Dairy Council calling special attention to the exhibit at the Farm Show.

The total cost to producers for the work and advertising done by the Dairy Council averages only 1 1/3 cents per day per dairy throughout the entire territory.

This includes the total expenses for holding over 4,000 meetings and reaching approximately one million people with a Dairy Council message.

The income on dairy farms has increased over 21% during the last five years partly due to increase in price and

### Pennsylvania Farm Show Greatest in History of State

The fifteenth annual Pennsylvania Farm Show held this year for the first time in the new Farm Show Building, Harrisburg, Pennsylvania during the week of January 19th, was record breaking in the history of the State, with a total attendance of 255,000 persons.

The concert by the Earl Aurand Post Band of Harrisburg opened the program. The deed of the building was presented to the Farm Show Commission by Benson E. Taylor, Secretary of Property and Supplies. Addresses were delivered by E. S. Bayard, member of the original committee of the State Farm Products Show; Honorable Gifford Pinchot, Governor of Pennsylvania; Renick W. Dun-



DAIRY COUNCIL BOOTH VISITED BY THOUSANDS AT FARM PRODUCTS SHOW IN HARRISBURG

The exhibit booth of the Philadelphia and Pittsburgh Dairy Councils at the Farm Products Show in Harrisburg, January 19th to 23rd attracted much attention by its mechanical devices and panels stressing the food value of milk and dairy products.

The left chart on the wall shows that the farm value of all farm products except milk, has only increased 1.54% during the period from 1924 to 1929. However, during the same period, the farm income from milk has increased 21.94%, of which 3% is due to increase in price and 18.94% to increase in consumption.

The center chart shows that the average cost per farm per day for this work is 1 1/3 cents to Pennsylvania farmers. All money from producers is matched by an equal amount from the distributors of milk.

The two panels on the wall show a few of the more than 200 pieces of literature constantly on hand. Last year a total of 16,158,400 pieces of such literature were distributed upon request.

The panel on the extreme left shows copies of the newspaper advertisements carried by the Philadelphia Council last year.

Fieldmen from both organizations were in constant attendance at the booth to answer questions. A total of 10,000 memorandums books containing information about the work were given to interested farmers.

Booklets showing the food value of milk were given to questioning housewives. Also, 4000 butter buttons were given to children.

Donovan, E. Nelson James, J. W. Keith, H. L. Lauver, S. Blaine Lehman, A. R. Marvel, Iva V. Otto, J. A. Poorbaugh, C. F. Preston, Albert Sarig, John Carvel Sutton, C. C. Tallman, R. I. Tussey, Harry B. Stewart, S. U. Troutman, F. P. Willits, and A. B. Waddington.

I. Ralph Zollers Secretary and Robert F. Brinton Treasurer, made their usual reports which were approved by the Board.

F. M. Twining, Director of Field and Test Department made a report showing a gain in membership of 120 new members during November and December. Mr.

Twining also reported that much additional work had been done in check testing on butter-fat content of members milk. C. I. Cohee, Secretary of the Philadel-

partly due to increase in the consumption. The dairy business has been good compared to other lines of agriculture.

Dr. E. G. Lechner, assistant director of the Quality Control Department of the Dairy Council reported that they had been able to correct an "off flavor" condition of milk in a section of our territory through the efforts of their department and that a successful years milk control work had just been completed in the Old York Road district near Philadelphia. He also reported that a new Dairy Council play "The Second Trial of William Shifless," had been developed and presented three times in the Inter-State territory and would be presented at the Pennsylvania

(Continued on page 8)

annual meetings of twenty-one farm organizations were housed in the new building.

Exhibition space was available for 43 horses, 313 cattle, 400 sheep, 150 hogs and 3,000 poultry. Approximately 75,000 square feet were used as commercial space and 125,000 square feet for the educational and competitive exhibits. The series of rooms where meetings were held had seating capacity for more than 4,000 persons. The large judging pavilion, the arena of which is 50 by 110 feet, was provided with tiers of seats for 2,500 persons.

**Dedication of the New Show Building**

Upwards of six thousand farmers and families packed to capacity the livestock judging pavilion for the formal dedication

lap, Assistant United States Secretary of Agriculture, and Honorable John S. Fisher, retiring Governor of Pennsylvania.

Benson E. Taylor in presenting the deed of the new building to the Commission reminded those present of its completion in the record time of thirteen months, and twelve days and within the appropriation. Secretary Jordan in his response reviewed the progress of the past four years which included a reduction of the corn borer in the State to less than one half of 1% and a total of 78% of the cattle now tuberculosis-free. Dr. Jordan at this point introduced to the audience Ex-Secretaries of Agriculture Willits, Rasmussen and Patton giving credit to these

(Continued on page 10)



## INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.

August A. Miller, Editor and  
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Frederick Shand Advertising Manager

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Advertising rates on application

"Entered as second-class matter, June 3, 1920,  
at the post office at West Chester, Pennsylvania,  
under the Act of March 3, 1879."



We were warned by special letter by our president the first part of December that it would be necessary to curtail production in order to maintain our milk market. We wish to thank those who responded to this request as no one knows how much more serious the condition would have been without this cooperation.

The records show that the producers of milk in the Inter-State territory have not on the whole increased the basic amount. There is however a decided decrease in consumption due to the industrial situation. We believe we will gradually return to better conditions if everyone will do his or her part. Be conservative, keep well within your basic quantity.

The Pennsylvania Farm Products Show in Harrisburg and the New Jersey Agricultural Week in Trenton serves annually to focus attention on the growing prominence of agriculture in these two states.

With the splendid Pennsylvania Farm Show Building completed and occupied this year for the first time, new facilities for displaying and exhibiting every line of agricultural enterprise in the state offers unlimited opportunity ahead for this to become the largest Show in the country.

In New Jersey there is a steady increase in the activities centering around Agricultural Week. Announcements were made during the week of several national dairy records which had been broken in the state, while the farm products exhibited showed exceptionally high standards.

Thousands have poured into Harrisburg and Trenton during these two weeks and it is certain that every progressive dairyman has made the effort to inform him of the progress in his field by visiting one or even both of these two shows.

Are you doing your share toward helping the unemployment situation? Isn't there some job on your farm which you can have done now instead of waiting until the rush of spring work, whereby you can use one or more men for a few days? Are your farm buildings in need of repair? If so a carpenter or two may be employed now. Is the paint on the house or the farm buildings in need of attention? If so, now when weather conditions will permit, is a good time to give the job to an unemployed painter. How about the old hedge fence that has been an "eyesore" for a long time. There is someone waiting for an opportunity to work. Give him a job if you possibly can.

President Hoover's Emergency Committee for Employment is urging the cooperation of farm owners and farm operators in good circumstances to give employment to those in distressed circumstances.

## MILK PRODUCERS REVIEW

February, 1931

## Market Conditions

H. D. ALLEBACH

### New Jersey to Give Short Course on Farm Electrification

The use of electricity on the farm will be the subject of a one-week short course at the college of agriculture, Rutgers University, beginning on February 23, Prof. F. G. Helyar, director of short courses, announced here recently.

This course is intended to acquaint the student with electrical wiring and electrical equipment, and to make him familiar with the fundamental principles underlying electricity and its uses.

"We believe that such a course will promote a more economic utilization of electricity on the farm," Prof. Helyar explained, "and show farmers how to make the minor repairs and adjustments on electrical appliances and equipment."

Approximately one-half of the time of the course will be devoted to lectures explaining the nature, the behavior, and the application of electricity for lighting, heating, and power. In the laboratories, a study will be made of motors, wiring systems and appliances, and related problems.

Applicants for admission to this course must be at least 16 years of age and be able to read, write, and speak English. The course is open to residents of the United States. There is no tuition fee required of New Jersey residents.

### February Milk Prices

Under agreement made December 12, 1930, with co-operating buyers, the price to be paid for basic milk during February, 1931, will be as noted below.

The price of basic milk, 3 per cent butterfat content, F.O.B. Philadelphia, for February will, subject to market conditions, be \$2.89 per hundred pounds or 62 cents per quart.

The price of basic milk delivered at receiving stations in the 51-60 mile zone, for February, 3 per cent butterfat content will, subject to market conditions, be \$2.31 per hundred pounds, with the usual differentials and variations at other mileage points.

### SURPLUS MILK

Surplus milk shipped during February, will be paid for by co-operating buyers, on the average price of 92 score butter solid packed, New York City.

JANUARY BUTTER PRICES		
92 Score Solid Packed	Phila., New York	Chicago
2 29 1/2	28 1/2	27
3 29 1/2	28 1/2	27
4 29 1/2	28 1/2	26 1/2
5 28 1/2	27 1/2	26 1/2
6 28 1/2	27 1/2	26 1/2
7 28 1/2	27 1/2	26 1/2
8 29 1/2	28 1/2	27 1/2
9 29 1/2	28 1/2	27 1/2
10 29 1/2	28 1/2	27 1/2
11 29 1/2	28 1/2	27 1/2
12 29	28	27
13 29	28	26 1/2
14 28 1/2	27 1/2	27
15 29	28	27
16 29 1/2	28 1/2	27
17 29 1/2	28 1/2	27
18 29 1/2	28 1/2	27 1/2
19 29 1/2	28 1/2	27 1/2
20 29	28	27 1/2
21 29 1/2	28 1/2	28
22 30	29	28
23 30	29	28
24 30	29	28
25 30	29	28
26 30	29	28
27 30	29	28
28 30	29	28
29 30	29	27 1/2
30 30	29	27 1/2
31 30	29	27 1/2

"The Review" records with regret the loss of one of the Dairy Council's field representatives, C. A. Bishop, who died in Chestertown, Maryland on February first.

## Market Conditions

H. D. ALLEBACH

The condition of the milk market throughout the country today is more serious than it has been for a long time, although in the Philadelphia area we find that the producers as a whole have not greatly increased their basic amount over that of 1930. We find that some few producers have increased the basic amount considerably while others have fallen below their last year's basic.

I want to take this opportunity to congratulate our farmers in the Philadelphia Milk Shed for holding their production in the fall of 1930 about equal to the basic amount paid for during 1930. I do not believe that many other territories in the country can equal these conditions.

But on account of the depression and labor situation, it has caused the sales to drop down five to ten per cent. At a meeting of our Executive Committee with the distributors of milk in the Philadelphia Milk Shed, it was necessary to agree to allow the distributors during the month of February to pay basic price for 95 per cent of the established basic quantity, the remainder of the milk being paid for at surplus price.

This should be a warning to producers to weet out their hoarder cows and not increase their production at this time. If everyone heeds this warning and with a promise given by the distributors that no milk will be brought in from the outside, our territory should remain in good condition during the next year.

There is a possibility that we will have to change our basic months to some extent to prevent a flow of milk this coming fall, similar to that we had during 1930, caused by some producers increasing their quantities during those basic months. We have tried to drive home to our farmers the fact that because we are using October, November and December as our basic months there is no reason why they should produce a lot more milk during those particular months than in any other period during the year. We are attempting to equalize our production throughout the twelve months in order to stabilize the market.

Again I want to stress the need, on account of the present depression which has resulted in decreased consumption of all dairy products that everyone reduce production for the time being. At the same time I'm asking you to increase as much as possible in your own homes the use of milk and butter.

### February Butter Market

The butter market has continued unsatisfactory, in the early part of the month falling to a low level not touched since 1915. Opening at 27 1/2c in the early part, there was more or less fluctuation on the New York market throughout the month, finally working into a better position by the close of January with a slight upward trend reaching to 29c.

Reports indicate that a still unfavorable situation prevails, although a more confident tone is evidenced. Total reserves compared with last year are being cut down by a diminished rate of output.

The cold storage holdings of creamery butter according to statistics of the United States Department of Agriculture are estimated at 63,349,000 pounds on January first compared to 81,935,000 pounds of one year ago.

A summary of cheese in cold storage is estimated at 11,101,885 pounds compared with 15,115,791 pounds of one year ago.

The average price of 92 score butter for January was \$2.846 per pound.

### Fire Prevention

Fire prevention on the farm is one thing that should be given careful consideration in all sections of the country and more particularly so during times of drought as well as in the fall of the year, when grasses, weeds and dried vegetable products are so easily set on fire and so difficult to control.

Many states have inaugurated what they term "fire prevention weeks," some fixing special weeks in the early fall.

While extreme fire hazards exist on the farm, investigations show, says the New Jersey Department of Agriculture, that the majority of farm fires are preventable. On the average eight farm fires occur each week in that state.

Open fires in any part of the farmstead should be avoided and particular care exercised in the use of oil lamps and lanterns.

Burners in oil stoves should be carefully cleaned from time to time.

Oil soaked rags and waste are a constant menace as they ignite spontaneously.

Damp, uncured hay in barns is often responsible for setting the hay and buildings afire.

Farmers are urged to keep buckets of water and buckets of sand or chemical fire extinguishers in all farm buildings to facilitate the extinguishing of fires as soon as they break out.

At all seasons of the year and particularly at this time when underbrush is dry—and particularly where there has been little rainfall, care should be taken in

### Mercer County Board of Agriculture and Banquet

The annual meeting and banquet of the Mercer County Board of Agriculture will be held at Hillwood Inn on the Trenton-Pennington Road, Thursday evening, March 5th, at 6:30 o'clock.

A splendid program is being arranged by Committee in charge. "Jimmie" Loughran, of Philadelphia will entertain during the dinner. The remainder of the evening will be enjoyed in dancing, card playing, and a good time in general.

Farmers, their family and friends of Mercer and neighboring counties in New Jersey and Pennsylvania are all invited to attend this annual get-together meeting.

Reserved banquet tickets are available through the Mercer County Agricultural Agent's office, Court House, Trenton, or from any member of the Executive Committee of the Mercer County Board of Agriculture.

## MILK PRODUCERS REVIEW

February, 1931

## LATEST MARKET PRICES

January 1931, Inter-State Prices at "A" Delivery Points

The basic prices, quoted below, for January, 1931, represent those to be paid by co-operating buyers for the month.

For all milk in excess of the basic quantity the surplus price, quoted below, for the month of January, will be paid for under one classification. Class I, represented by the amount of milk in excess of the basic average, which will be paid for by co-operating dealers on the basis of 92 score butterfat solid pack, New York City.

For the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46 1/2 quarts) of all milk brought from members of the Association.

(1) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46 1/2 quarts) of all milk purchased from any producer at prices listed herein.

(2) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46 1/2 quarts) of all milk brought from other producers at prices listed herein.

The basic price is to be used by the recipients for improving standards of quality in production and for other purposes.

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## Your HERD was One Big Cow!

One mouth to feed—One cow to milk—How Simple!

But the dairy business is not built that way. You can't treat your entire herd as one big unit. **Each cow must be handled as a separate individual**—she must be fed according to her milk production and required to stand on her own in so far as profit is concerned. In almost every herd there are some cows that are not producing at a profit—these cows are costing their owners money. **They require the same time and labor as good cows and are only helping to create a surplus of milk on the market.**

Under present conditions it is important that every non-profit cow be eliminated. The best way in the world to get rid of surplus milk is to weed out those low producing cows. After that is done then **feed your good cows the best ration you can buy.**

Regardless of milk prices, **a good cow will produce more profit on Larro than she will on any other ration.** Larro plays square with the cows at each feeding because **it is always the same—always uniform.** It's no child's play—this dairy business, but with good cows and Larro in the barn it is surprisingly more simple and a lot more profitable.

See your Larro dealer today and start feeding for greater profit

**Larro**

FEEDS THAT DO NOT VARY  
POULTRY, HOGS, DAIRY

Larro Family Flour, best for Bread, Biscuits, Cakes and Pies  
THE LARROWE MILLING COMPANY, DETROIT, MICHIGAN

Pastures need fertilizing and liming after years of use, the same as other fields. Improvement of old pastures will provide a larger amount of feed and better quality grass.

There is still time to improve part of the woodlot this winter by taking out the dead, poorly shaped, and inferior trees. Give the best trees a better chance to grow into valuable timber.

Liberal quantities of fresh warm skim milk with the foam removed, and a mixture of 300 pounds each of ground corn, ground oats, wheat bran, and 100 pounds of linseed oil meal with good quality mixed hay, will grow good calves.

When Noah sailed the waters blue. He had his troubles, same as you. For forty days he drove the Ark, before he found a place to park.

### Inter-State Directors Hold Meeting

(Continued from page 1)

Dairymen's Banquet in Harrisburg on Wednesday evening, January 21st. It will undoubtedly be presented many times throughout the Inter-State territory. It carries an important message presented in an interesting manner holding the attention of everyone.

Directors A. R. Marvel and S. Blaine Lehman reported on their trip to Des Moines attending the annual meeting of the National Cooperative Milk Producers' Federation. Both emphasized the splendid spirit of cooperation prevailing at this meeting and the outstanding fact that the bargaining organizations, such as the Inter-State Milk Producers Association, were proving the effectiveness of their methods. Secretary Zollers further reported on the "Ole" bill now being considered.

President Allebach reported on specific conditions in some sections of our territory and developments in regard to the "A" milk regulations, after which each director reported on conditions in his respective territory.

### Better Milk Cows Needed

The present low average of the Nation's dairy cows is a serious handicap to consumers as well as to producers of dairy products, says the Bureau of Dairy Industry, United States Department of Agriculture. Because of the low production per cow, many dairy farmers are working for a very low wage and are actually feeding their cows at a loss. With fewer cows and a higher average production per cow the net profits of the average dairy farm could be greatly increased. It is estimated that the average yearly production per cow of the 22,500,000 milk cows in the United States is 4,600 pounds of milk containing 180 pounds of butterfat.

Walter E. Burall, Frederick County, Maryland, tenant farmer for 20 years now own three farms, operating one and renting others. Most of income derived from Guernsey and Barred Rocks. Ships cream to Washington while summer surplus of milk and eggs marketed at roadside market by own family. Uses high analysis fertilizer and tested seed. Active in community affairs. Burall home is equipped with all conveniences to be found in modern home anywhere.

Frank W. Richardson, Kent County, Delaware. Majored in horticulture at Michigan State College, returning to Delaware to take over old home farm on rental basis. Tidbury Fruit Farms now comprise 70 acres of bearing apple orchards, 45 acres of peaches, and smaller acreage in grapes and tomatoes. Built large packing house with sorting and handling machinery. Electrically equipped house. Mr. Richardson is on the Kent County Farm Bureau, officer in Apple Growers Association and active in church work.

### COWS FOR SALE

Accredited Herd of Jerseys  
6 COWS — — 2 HEIFERS

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RED HILL, PA.

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Tell me what you are most  
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YOU MONEY.

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USE  
**WARNER LIME**  
For Every  
Agricultural Use  
For WHITEWASH  
For FORAGE CROPS



1616 Walnut St. - Phila.

### 4-H Club Work

#### Enrolls 10,793

Enrolling 6337 boys and 4456 girls last year, Pennsylvania 4-H clubs carried on a program of more than a dozen activities, according to A. L. Baker, state club leader of the Pennsylvania State College. This is the largest number ever enrolled in the State.

Club members grew calves, pigs, chickens, and vegetables; kept bees; planted trees; kept farm accounts; cooked, sewed, canned, equipped, and decorated houses.

Efficient leadership in the communities where clubs were located were emphasized more than before, better results were obtained, and more boys and girls were reached, Baker declares.

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of December, 1930:

No. Inspections Made...	2831
Sediment Tests.....	4645
No. Permanent Permits Issued.....	60
No. Temporary Permits Issued.....	27
Meetings.....	5
Attendance.....	808
Reels Movies shown.....	9
Bacteria Tests Made.....	0
No. Miles Traveled.....	21,107
Man Days, Fairs and Exhibits.....	6

During the month 55 dairies were discontinued from selling for failure to comply with the regulations—27 dairies were re-instated before the month was up.

To date, 183,675 farm inspections have been made.

Uncle Ab says if you make sure of your facts before you kick, you won't kick, or will kick more effectively.

### Unadilla Silos are serviced!

When you buy a Unadilla Silo that doesn't end the transaction. As a purchaser you are entitled to the attention of our Service Department—a year or ten years later. No other Silo manufacturer will take this interest in you.

Get the facts why a Unadilla is the best Silo buy today. Let us tell you how to fill your Unadilla and tell from it to get best results. Catalog and Prices on request.

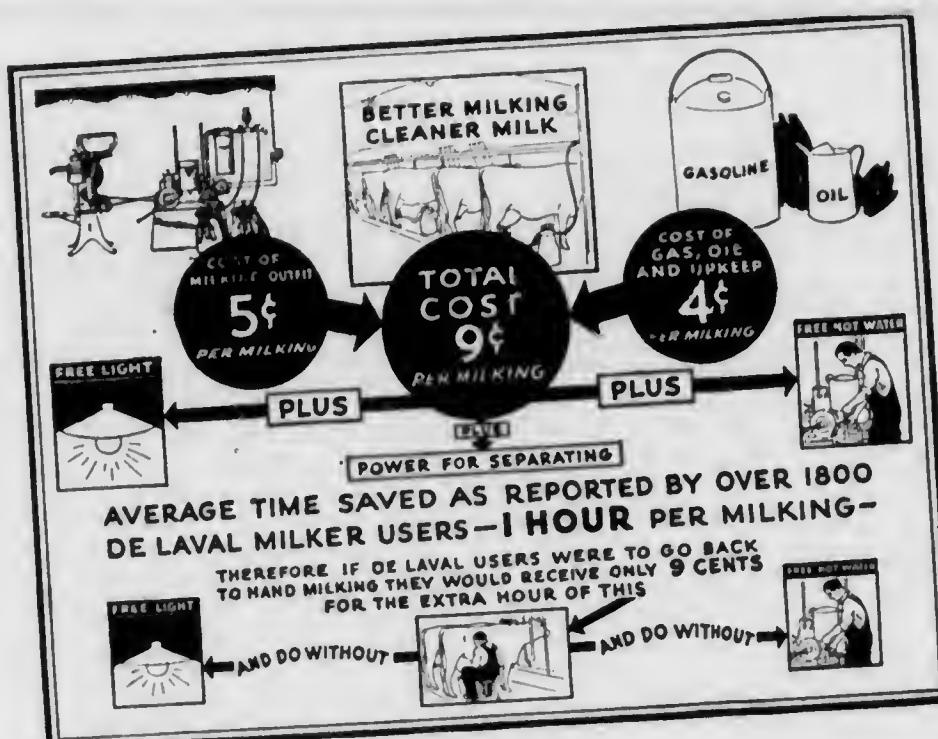
Unadilla Silo Co., Inc.,  
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### COWS

150 herds to select from. 100 of them located in Tioga, 50 in Bucks County, Pa. Double tested (T. B. and Abortion) and sold subject to both tests. Above all else is health, combined with good C. T. A. Records. For appointment to see these herds, write or phone

J. N. Rosenberger  
431 S. 51st Street, Phila., Pa.  
Phone Allegheny 3229

## Cut Production Costs the De Laval Way



AVERAGE size outfit consisting of a two-unit De Laval Magnetic Milker with Alpha Dairy Power Plant will cost only five cents per milking, based on a life of ten years with twice-a-day milking. (There are many De Laval Milkers which have been in use more than ten years, still doing good work.)

Add four cents for gasoline, oil and upkeep, or electricity, and you have a total cost of using a De Laval Milker of nine cents per milking.

According to an investigation among more than 1800 users, the De Laval Milker saves an average of one hour per milking (over hand milking). If these users were still milking by hand they would be paid only nine cents for that extra hour. In many cases the entire time of one or more men was saved.

No one can afford to milk cows by hand when you can get a De Laval Milker at such a small cost. Here is a sure way of cutting your cost of producing milk. A De Laval can be purchased on such liberal terms that you can use it while it pays for itself.

In addition you get better milking and cleaner milk. The De Laval Milker is the world's best milker. It milks better, faster and cleaner than any other method.

In addition the generator on the De Laval Magnetic Milker makes enough surplus current for lighting four electric lights, which light the average barn in a splendid manner. Users are delighted with this wonderful free light.

In addition the Alpha Dairy Power Plant is so designed that the heat from its cylinder is utilized to heat water. When you get through milking there is a supply of hot water right when and where you need it most for cleaning the milker and other utensils. This hot water doesn't cost you a cent, and enables you in a just a few minutes to keep your milker in the cleanest condition.

In addition, run your De Laval Separator from the Alpha Power Plant. As soon as you have milked a few cows, start separating, and when you are through milking your separator is finished too. In this way you can save at least an additional half-hour.

No matter what your milking or separating requirements may be there is a De Laval Milker or Separator which will do your work better and at less cost than any other. See your De Laval dealer or write nearest office below.

THE DE LAVAL SEPARATOR COMPANY  
NEW YORK CHICAGO SAN FRANCISCO  
165 Broadway 600 Jackson Blvd. 61 Beale Street



Milk produced clean, then quickly cooled to below 50° and stored at that same low temperature kept sweet for 17 days, says U. S. Bulletin 976.

There are just three steps to keeping milk sweet and pure the ESCO way:

**WASHING CANS AND PAILS**, requires hot water in the milk house. Five or ten gallons easily and cheaply heated in an ESCO Electric Water Heater is the first step in Esco milk handling.

**STERILIZING CANS AND PAILS** without use of chemicals requires an ESCO Dry-Air Sterilizer. Electrically heated and built to hold the heat, this unit keeps utensils clear of bacteria as the second step in Esco milk handling.

**COOLING MILK**. The Esco Electric Milk Cooler quickly cools fresh milk to below 50° and keeps it cool until shipped. The original, patented cooler, costs no more than a home-made outfit, and is engineered and guaranteed to do exactly what it is intended to do. Operating costs less than with ice, with no hard, disagreeable work, no troubles with ice shortage, etc. Electricity's greatest contribution to the farmer.

Ask your Power Company, Electric Refrigeration Dealer, Hardware or Implement Dealer, or write to us for full details.

ESCO CABINET COMPANY  
West Chester, Penna.

**ESCO**

*The STANDARD of the BETTER DAIRIES*

## IS YOUR NEIGHBOR A MEMBER OF THE Inter-State Milk Producers' Association

OPERATING IN THE PHILADELPHIA  
MILK SHED

The greatest measure of success in any movement, is obtained through close cooperation.

Cooperative endeavor is measured by the strength of its membership.

The Inter-State now has over 28,000 cooperating dairymen members.

See to it that every dairyman in your community becomes associated with this movement.

Write this office for information, or see our local director or field representative in your territory for information or for membership blanks.

Inter-State Milk Producers' Ass'n  
219 N. Broad St., Philadelphia

## Pennsylvania Farm Show Greatest in History of State

(Continued from page 1)

men for many agricultural projects now seeing completion.

In the address of Honorable Gifford Pinchot, he indicated a shortly forthcoming recommendation to legislature for 20,000 miles of rural roads, the reduction of drivers' license fees, further facilities for the use of electricity on the farm, and finally the establishment of a fair rate board.

Dairy Cattle awards, the title of Senior Grand Champion Bull was won by Saconia Farms, Bethlehem, Pennsylvania. "Sauconia Creator Beauty Walter," the Junior Champion Bull was won by John Hassick, Hartstown, Pennsylvania, on "King Mutual Pontiac Mercede" "Dennington Onaco Lyons" owned by A. C. Slifer, Union County became Senior and Grand Champion Cows while "Allebach King Segis Snowball" while "Allebach King Segis Snowball" was the Junior Champion Female.

Building Good Will Between Producer and Distributor\* C. I. COHEE Secretary Philadelphia Inter-State Dairy Council

Good will between producer and distributor is only possible when there is a mutual understanding and appreciation of the problems of each group. A lack of this in the past has led in many cases to severe financial losses to both groups.

Cooperative marketing of dairy products in the U. S. became firmly established after the World War. The producer and distributor together have set about the problem of attempting to remove waste, control production, meet the needs of the market, thus bringing about greater profits to each.

During the short period of 1924-29, the United States Department of Agriculture reports that while the farm income from dairy products increased 21.94% during his five year period, the income from other farm products increased only 1.54%.

The percentage of increase for dairy products thus has been many times greater than all other farm products combined. We cannot indefinitely continue to increase production without facing the necessity of either stimulating consumption or over-supplying the market. Prospective milk supply appears to be on the upward trend, due to the increase in the number of heifer calves being carried.

It would appear, therefore, that there is little hope for improvement in prices of dairy products unless production is controlled at the point where it meets consumptive demands, or consumption is increased to the point where all the dairy products can be used at a price which would insure a profit to the producer.

Consumption of milk and dairy products in the United States is still far below the amount needed for proper nutrition. It is a challenge to the dairy industry to educate the public as to the proper amounts of milk and other products needed. Good will between producer and distributor is essential to mutually work together toward this objective. There are so many points in which this cooperation is essential and so few points for fundamental differences that if the goal is kept before us of a greater dairy industry and a more healthy nation through adequate use of milk and other dairy products, we will have a foundation of good will between producer and distributor which will remain unshaken.

\*From an address delivered before N. J. Federation of County Boards of Agriculture, Jan. 28, 1931

## The Robert Morris

Quietness and Convenience in Philadelphia's Newest Hotel

Rooms all outside and with bath. All beds equipped with box springs and Nachman inner hair spring mattresses.

**RADIO IN EVERY ROOM**

Single rooms - - \$3.00 \$3.50 \$4.00  
Double rooms - - 4.50 5.00 6.00

**LUNCHEON 60 and 75**

**DINNER \$1.00, \$1.15, \$1.50**

## Report of the Field and Test Dept. Inter-State Milk Producers' Association

The following statistics show the average operations of all the Inter-State Milk Producers' Association field men in connection with testing, weighing and general membership work, for the month of November, 1930.

	Nov.
No. Tests Made.....	7599
No. Plants Investigated.....	35
No. Membership Calls.....	122
No. Calls on Members.....	321
No. Herd Samples Tested.....	666
No. New Members Signed.....	79
No. Cows Signed.....	647
No. Transfers Made.....	00
No. Meetings Attended.....	90
No. Attending Meetings.....	2541

## DAIRYMAN

If you are interested in learning how to raise two calves 6 weeks for \$3.90, starting the third day, and saving 1200 lbs. of milk—address

**GRO-BONE PRODUCTS CO.**

DIXON, ILL.

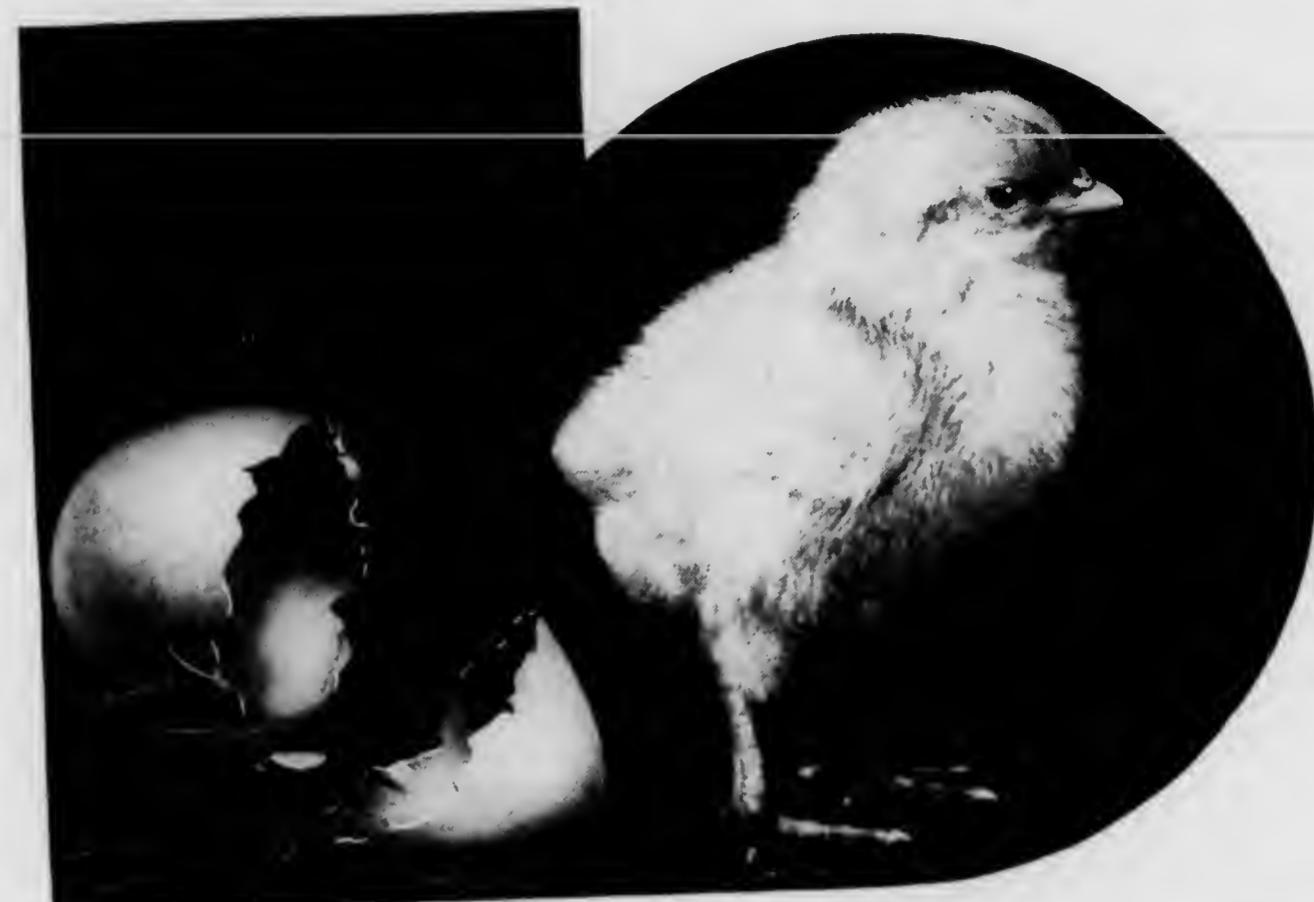
7 day free trial on request.



**ORMSBY BULL FOR SALE**

"FAR-A-WAY FARM" offers a richly bred Ormsby Bull, 20 months old and out of an accredited herd that is free from contagious abortion. The seven day production of his 15 nearest dams average 33 lbs. butter. He is priced to sell. Investigate. Chas. E. Longacre, Royersford, Montgomery Co., Pa., R. D. 1.

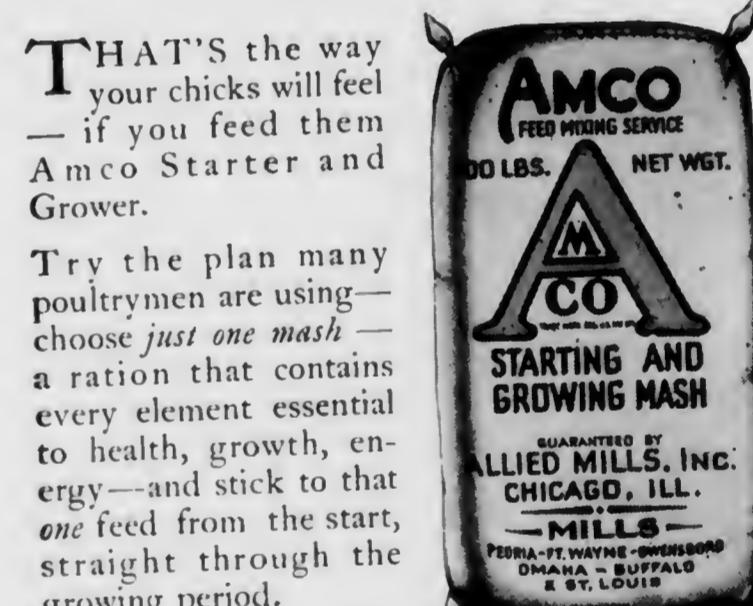
## "When I Grow Up --



**- I'm Going to be STRONG  
and Full of Energy "**

just what goes into it. Every ton contains 100 lbs. of Dried Buttermilk. Made with and without Cod Liver Oil.

Here's the way to feed it: For the first 8 weeks, feed it alone as an all-mash ration. Then keep right on feeding it—with an increasing amount of scratch grains. A simple, but effective feeding program. Full directions for feeding on every bag.



That's the way to simplify feeding and raise healthy birds that are properly conditioned for laying.

Amco Starter and Grower is *100% feeds in one*. It's an Open Formula Feed so you can see from the tag

Write our Service Department, composed of nationally known authorities, if you want help on any poultry problem. Address Dept. H-2



Muncy, Pa.

District Office: Dept. H-2

employees of said cooperatives who wish to keep their positions.

BE IT RESOLVED, that this condition be called to the attention of members of cooperative dairy associations with the request that their members give increased attention to the benefits accruing to individual cooperatives by large sales agencies; and that we deplore the activities of those individuals who prevent these changes for selfish reasons.

## Farm Hints by Radio

Farm and garden items are broadcast at 12 o'clock noon every Monday, Wednesday and Friday by the School of Agriculture at the Pennsylvania State College, over WPSC, the college station. Weather reports are given daily. The station operates on 1230 kilocycles.

## Potato Certification

A total of 563.5 acres of potatoes has been entered by 57 growers in Salem, Camden and Cumberland counties for seed certification this year. Cumberland County is raising 288 acres; Camden, four acres and Salem, 271.5 acres. More than 550 acres are devoted to Irish Cobbler.

## Compensation, Automobile & Truck Insurance

### Save Money by Giving Us Your Insurance

Our policies furnish Compensation protection as required by the Compensation Act. We protect the employer as well as his employees. We paid a dividend for 1929 of 20%. If interested, write for particulars.

I am interested in having Casualty Insurance for my help and protection for myself, 24 hours in the day. I estimate my payroll for the year at \_\_\_\_\_  
**Occupation** \_\_\_\_\_  
**Name** \_\_\_\_\_  
**Address** \_\_\_\_\_

We write insurance in the state of Pennsylvania only.

**WE WRITE A STANDARD AUTOMOBILE POLICY. IF INTERESTED, FILL IN THE ATTACHED BLANK AND WE WILL GIVE YOU FULL INFORMATION**

<b>Name</b> _____	<b>Address</b> _____	<b>City</b> _____	<b>County</b> _____
<b>Insurance Begins</b> _____	<b>19. Expires</b> _____	<b>19.</b> _____	
<b>Business</b> _____	<b>Mfg. Name</b> _____		
<b>Type of Body</b> _____	<b>Year Model</b> _____	<b>No. Cylinders</b> _____	
<b>Serial No.</b> _____	<b>Motor No.</b> _____	<b>Truck</b> _____	
<b>Capacity</b> _____	<b>Serial No.</b> _____	<b>Motor No.</b> _____	

**Pennsylvania Threshermen & Farmers' Mutual Casualty Insurance Co.**  
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### Plow with the Farmall!



THE McCormick-Deering Farmall offers the row-crop farmer a wonderful advantage. With this sturdy, 4-cylinder, 2-plow tractor on the farm you can put all of your work behind you quickly with power—from the first tillage job in spring to the last belt job in winter. The Farmall pulls a 2-bottom plow as easily as does any other tractor. It turns short, handles easily, operates economically, and requires very little attention.

As the season progresses you can shift from one important job to another with amazing speed. Tilling, plowing, seeding, planting row crops (with 4-row planter), cultivating row crops (with 2 or 4-row cultivator), mowing, raking, loading hay, harvesting grain, harvesting corn, and doing the hundred and one belt jobs around the farm.

You can't beat the Farmall. It makes the horseless farm practicable and possible. It cuts the corners off expense and puts the profit in your pocket.

We can't tell you the whole Farmall story here; but we can prove every point in mighty quick time if you'll ask us for a field demonstration.

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### "NON-WRAP" SPREADER

Helps tremendously in conditioning and enriching ALL SOIL. No large lumps or irregular spreading. There is an even feed and consequently an even distribution. An old but well known principle has been applied to the beater arms and they cannot Wrap but Shred, Pulverize, and Deliver to the distributor in an even stream. Therefore an even distribution to every square inch is assured.

You want to know about this spreader—how wrapping is prevented no matter what the kind or condition of manure.

The "Non-Wrap" is built low down which makes it easy to load; has large capacity, and the roller bearings and non-wrapping assure light draft—direct draft through angle braces pulling from center of bed. Auto guide front wheel make convenient turning without tipping or strain. Attachment for spreading lime, top dressing with commercial fertilizers, etc.

The "Non-Wrap" Spreader is not only making a host of new friends but is holding its old friends. Write for Bulletin No. 930 and learn more of these distinctive features.

### A. B. FARQUHAR CO., Limited

Engines, Boilers, Sawmills, Threshers, Hay Balers, Cider Presses, Manure Spreaders, Grain Drills, Harrows, Corn and Potato Planters, Transplanters, Traction and Power Sprayers, Potato Diggers.

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YORK, PA.

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa. and Philadelphia, Pa., March, 1931

No. 11

Vol. XI

## The Dairy Outlook\*

F. P. WEAVER

Department of Agricultural Economics, Penn State College

The dairy outlook depends primarily on factors which affect the per capita consumption of dairy products and the position of the industry, so far as its equipment for milk production determines it.

To supply an amount of milk equivalent to the demand of consumers. Since the relationship of production to demand is expressed in prices, we will review a few of the price movements that relate directly to our problem.

### Outlook for Dairy Cattle Prices

Farmers, in attempting to adjust milk production to prices, increase their efforts in raising heifers when milk prices are high. Three years ensue from the time a cow is bred until her daughter freshens for the first time. In the meantime, other farmers have started raising heifers, and by the time a sufficient number has come into production to materially increase the supply of dairy products, there are too many calves and heifers on farms. Doctor Harry E. Ross of the Borden Company says that in the 15 year period since 1880, there were three and one half cycles in the prices of dairy cows. On the average, the price of cows rose for about seven years and fell for about seven years, so that approximately 15 years elapsed from the peak of prices in one cycle to the peak in the next. Prices of cows have already passed the peak of the present cycle. The average price declined 25 per cent from July 1, 1929 to July 1, 1930. While data on prices of dairy cows for the whole country for all of 1930 are not yet available, the price of cows in Pennsylvania fell 70 points during 1930. This indicates that there are too many cows and heifers on farms. The number of cows in the United States increased three per cent during 1930 and in Pennsylvania four per cent. The number of heifers raised increased 10 per cent in 1930 over 1929, but in Pennsylvania the increase in heifers raised was 15 per cent.

### Federal Farm Board Recommends Decrease in Number of Heifers Held Back

These facts would tend to give ample support to the recommendation of the Federal Farm Board that dairymen sell for slaughter 1 out of every 16 cows in their herds and reduce the number of heifer calves saved. Such an effort to reduce the number of dairy cows would tend to lower prices still further and thus hasten the rate of decline in prices and while it would not raise the low point of prices in the cycle, it would help to make us reach it sooner and speed the day of an upward swing in dairy cattle prices.

The heavy slaughter of cattle for tuberculosis eradication in 1925 and 1926 was a very important factor in speeding the upward swing to the peak of the cycle at that time. Similarly sales of large numbers of cattle for slaughter would now speed the trip to the bottom of the present cycle. With enough intelligent action on the part of dairymen, as indicated above, we should reach the bottom of the present cycle in less than seven years from the 1929 peak, as would be expected under ordinary procedure.

\*Note: An address presented by F. P. Weaver, before the Annual Meeting of the Pennsylvania Dairymen's Association, held in Harrisburg, Pa., during the 1931 Farm Products Show.

## Why Milk Tests Vary

By G. Malcolm Trout  
 Extension Dept., Michigan State College

Dairymen delivering milk to milk plants complain quite frequently of variations occurring in the milk tests. These variations often lead to dissatisfaction on the part of the seller. Too often they are responsible for a lack of confidence in the buyer and a change in patronage results.

It is the purpose of this bulletin to explain the causes for some of the variations in the fat test of milk.

### The Breed

There is a distinct difference in the fat content of milk from animals of different breeds.

The average fat test of Jersey milk is higher than that of any other breed. Milk from the Guernsey, the Ayrshire, the Brown Swiss, the Shorthorn, and the Holstein breeds rank in their fat content about as in the order given. Milk from herds composed largely of Jerseys or Guernseys will test higher than that from herds composed largely of Holsteins.

### Individuality of Animal

Milk from individual cows within a breed varies more in its fat percentage than the average milk from the different breeds. When the herd is composed of a large number of low testing cows, the average fat test of the herd milk will be low, and when it is composed chiefly of high testing animals, the average fat test of the milk will be correspondingly high. The introduction of a high fat testing cow into a small herd of low fat testing cows will slightly increase the average fat test of the herd.

However, the addition of only one cow of high fat test to a herd of ten or more low testing cows will have little appreciable influence upon the average fat test of the herd.

### Condition of Cow at Time of Calving

The fatter the cow at time of calving the richer will be the milk for a short time. During the early part of the lactation period the excess body fat will be milked off and the fat percentage on the milk will return to normal. Even when the cow is in poor flesh at freshening, the fat test of the milk will be slightly higher than normal. This high fat test, however, will not continue as long as if the cow were in high condition. If the majority of the cows freshen at about the same time, and are in good condition, the average test of the herd will be higher than normal for a few weeks.

### Stage of Lactation

The fat test of milk varies with the stage of lactation. This variation may be as low as five-tenths of one per cent or even more than one per cent. During a normal lactation period, the milk tests lower in the middle period, than at the beginning or at the end of lactation. After about the fourth or fifth month the fat percentage increases as the lactation progresses. Milk from a herd composed largely of strippers will test higher than that from the same herd earlier in the lactation period.

### Season of the Year

There is a decrease in fat content the warmer months of the year and an increase

in the colder months.

The tests are generally lowest in June and July and highest in December and January. A low fat percentage in the spring and early summer is thought to be due to a combination of the higher temperature and the higher humidity rather than to the turning of the cows out to pasture. The variation in fat content due to seasonal changes is more pronounced when the cows freshen in early spring. This is true because the cows will be in their lowest testing period of lactation when the depression due to the high heat and high humidity of summer arrives.

### Completeness of Milking

The percentage of fat will vary to a marked extent if the udder is not milked completely dry.

The first portion of milk drawn is considerably lower in fat than the last portion. Since the last few stripplings contain a high percentage of fat, they exert a marked influence upon the fat test of the entire milking.

### Manner of Milking

When the milking is done carelessly, or in a manner irritating to the cow, the maximum flow of milk is not secured. This decreased milk yield usually results in a lower fat test. The use of a milking machine would seem to have no appreciable effect upon the fat test of the milk. Hurrying through the milking process results in a lower fat test; chiefly because of incomplete milking.

### Intervals Between Milkings

The shorter the interval between milkings, the richer will be the milk. Evening's milk tests higher than morning's milk, even when the time between the milkings is the same.

### Feeds and Feeding

Any change in feed, or in feeding practice, causes the fat test to vary. If the cow is in good condition, underfeeding will increase the fat percentage temporarily. Overfeeding does not appreciably affect the fat test. Watery feeds, such as beets, grass, or silage, have little or no permanent effect upon the fat content of milk. Neither the kind of feed nor the manner of feeding seems to affect the fat percentage permanently.

### Weather

When the cows are exposed to extreme weather conditions the fat test will vary. When the temperature rises, the fat content tends to decrease and conversely, when the temperature declines, the fat content tends to increase. During cool, clear, weather the fat test is more uniform. Storms have no effect upon the fat content of milk when the cows are well sheltered.

### Excitement

Any exciting influence, such as illness, treatment, fright, or the presence of dogs, results in a lowering of both the quantity of milk and of the fat content.

### Exercise

Cows that are allowed to exercise moderately after having been stalled for a long period usually produce milk testing slightly higher in fat, but the quantity

(Continued on page 9)

## Milk and Our Community Health

A Radio Talk Delivered Over Station WIP

I. RALPH ZOLLERS  
Inter-State Milk Producers' Association

"Cow's milk nourisheth plentifully, increaseth the brain, feedeth the body, and restoreth the flesh." So wrote a doctor 300 years ago. Modern knowledge has confirmed the worthy doctor's statement and it is not too emphatic to declare that milk is indeed one of the most potent factors in the improvement and maintenance of health, whether it be personal or community health.

Recognizing the importance of their product, and that an ample supply of wholesome milk at a reasonable price is essential for community health, the Inter-State Milk Producers' Association turned its attention to the quality of the milk it was offering the public for use, and made their first objective to supply their city customers with milk of the highest quality.

Philadelphia is unique among the large cities in the east, in that its milk is supplied at as low a price to the consumer as prevails elsewhere, this coupled with the fact that the Philadelphia milk supply is produced largely by farmers who are members of the Inter-State Milk Producers' Association whose first objective also is to provide its city customers with milk of the highest quality.

To do this required a change in many old methods of production and preparation. During the last three years thousands of dollars were spent by the farmers and distributors for this purpose.

In the first place the farmer is endeavoring to keep only healthy cows. Practically all milk sold in Philadelphia is produced by cows free from tuberculosis. A careful and systematic inspection is made of the dairy and equipment by well-trained and experienced inspectors.

Sanitary milk houses and improved facilities for quick cooling of the milk to prevent the growth of bacteria are maintained on the farm.

Sanitary methods are also used in transporting the milk from the farms to the city plants. The milk, after reaching the city plants, or distributing stations, is pasteurized and bottled by the most sanitary methods and machinery.

Healthy cows, sanitary methods of production, rapid transportation and proper pasteurization assures the consuming public a superior quality milk.

Is this care of milk is worthwhile?

At the recent White House Conference on Child Health called by President Hoover the Section on Public Health studied milk in its relation to Child Health. No other commodity received this specific attention. The committee recommended such sections of the country that are already furnishing a safe milk supply and recommended that definite regulations be made that all milk be safe milk, because they recognized the fact that no community can have the best health without the use of this product from the farm. Mr. Whittaker, Chairman of the Milk Section of Public Health, in his report said in part, "The consumption of milk in the United States is too low for proper and economical human nutrition. The best information available indicates that approximately one quart of milk is desirable daily for the average growing child; but the average child receives considerably less than this amount."

We measure the health of a community by the prevalence of "the common cold"; by the condition of the teeth of its people and other common ailments.

Science has proven that good teeth do not alone depend on mechanical cleaning but rather upon the food used.

### Select Best Varieties

The success or failure of a vegetable crop may depend upon selections of the right variety. In choosing varieties, consider earliness, yield, quality, and suitability to the location. Order only from the best course.

## The Dairy Production Outlook in the Philadelphia Milk Shed

From the joint records of the Inter-State Milk Producers' Association and the Philadelphia Inter-State Dairy Council some possibilities as to current conditions as well as future forecasts have been deduced.

These compilations have been based upon a complete analysis of the production of milk in 1930—together with the average number of farms shipping each month, the delivery of milk per farm each month, the average number of cows per farm and the average number of cows milking, the ratio of milking to total cows on each farm, the number of young stock being raised for dairy production as well as the average per farm, the ratio of young stock to total cows and the annual sale of milk per cow. These compilations have been completed for the four large dealers receiving milk in Philadelphia and we believe reflect the average conditions of increasing production.

In a summary, made about this time last year, we were forced to draw the conclusion that apparently the market was headed for a period of over-production as figures were quite definitely in the

The 1930 survey shows that the aggregate number of young stock was 33,186 as compared to 41,247 in 1929 and 38,625 in 1928. There were fewer heifer calves on the farms in the Philadelphia Milk Shed area in 1930 than during any time since 1927.

As 1930 was such an unusual year, from the farmers standpoint, it has been difficult to say definitely whether the reduction in young stock was due to the drought and the consequent shortage of roughage and feed, or whether it is a more permanent swing toward reducing their dairy herds.

Even with this reduction of heifer calves, which may be partly due to the drought, it is questionable whether the decline in number of heifer calves on the farms in the Philadelphia Milk Shed has been as great in proportion as has been the decline in consumption, due to the industrial depression.

In 1928 there was a total of 112,601 cows on these farms. This number increased in 1929 to 113,847 and further increased in 1930 to 118,533. This shows an increase of nearly 5000 cows.

While this was an aggregate increase of

## New Oleomargarine Legislation

For some time back there has been a determined effort on the part of the makers of oleomargarine against certain proposed National Oleo bills, which have recently been before the National Congress.

The dairy industry has been deeply interested in proposed legislation protecting them from the marketing of such products in competition with butter.

The Brigham-Townsend Oleomargarine bill supported by the dairy interests was passed by the United States House of Representatives on February 28th and on March 2nd was passed by the United States Senate. The Senate added a "rider" to the original bill which was approved.

The Senate "rider" to the bill, defined crude terpentine gum and gum spirits of turpentine as an agricultural commodity within the meaning of the Agricultural Marketing Act. This rider was later approved by the House and the bill was signed by the President on March 4th. This bill becomes effective 90 days after this date.

The Brigham-Townsend Oleomargarine Bill is an amendment to the present Oleo Act, approved August 2, 1886, which is amended to read as follows:

1st. "To Know Your Stuff."  
2nd. "To Show Your Stuff."  
3rd. "Out of the Trenches and Over the Top."

These three skits developed the value of knowing the material being sold, the advantage in displaying that material to prospective customers, and the necessity of going after business rather than to wait for the business to come to you.

The success or failure of a vegetable crop may depend upon selections of the right variety. In choosing varieties, consider earliness, yield, quality, and suitability to the location. Order only from the best course.

March, 1931

## Efficient Dairy Stables Produced Economically

E. P. Bechtel

Health regulations of the present day require many improvements. In many cases some modernization of methods has been necessary if the standard of products is to be maintained. Standardized products mean greater sales and consequently more money for the producers.

In 1928 we began to get an unusual larger increase in the number of young stock held on the farms, having in the year a total of 38,626 heifer calves. In 1929 the increase aggregated 41,247. In 1930 quite evident from the records of both 1928 and 1929 that farmers were raising more heifers than was necessary to maintain their herds, and it appears that they were headed for an over-production.

One of the important factors of milk production was that on the part of the farmers, to produce milk economically and milk that was properly prepared. Scientific methods of production became a factor and along with economical production have become important factors in the increased consumption of dairy products.

Many of our dairyman have learned that it is really important to keep their herds free from disease. Many of these improvements, particularly dairy barn improvements, have been done in their own way. Many poorly ventilated bank barns have been modernized, unsanitary wooden stables with dirt floors in them, are gradually becoming a thing of the past.

The ordinary dairyman, not being blessed with an over-supply of ready money, is often confronted with the problem of just how to adapt his old barn or dairy to the present day modern methods and at a cost which he feels that he can afford to expend.

Such were the conditions which confronted George D. Horrocks of Collegeville, Pa., nevertheless he met the problem squarely and at least solved his own problems.

The way in which he solved one of these problems was unique and we believe will be of interest to many other milk producers. This problem was one of dairy barn construction and modern dairy facilities.

Mr. Horrocks' first step was to tear out all of the old stalls and partitions, and give the walls and ceilings a good coat of white-wash. Knowing the difficulty of keeping wooden stalls, mangers and partitions of the stable in a sanitary condition, Mr. Horrocks designed and built the stalls for his cows of galvanized iron piping. Some idea as to the general layout and construction are given in the sketch herewith.

In building these stalls, it is first necessary to level off your stable and make and install forms for the concrete manger curb. The various sections of the stalls should first be assembled. The street elbows to be used on each side, should be attached to the T fittings. Connect the 42 inch pipes to the street elbows, forming an inverted U. Connect the 12 inch pipes with the tee forming an angle of about 15 degrees with the upright posts (see sketch). Now connect the 45 degree fittings to the 12 inch pipes and attach the 48 inch pipe to the 45 degree fitting and your stall is ready to set up.

The framed section is now ready to be set in position and after properly lining them up they are ready for the pouring of the concrete. See that the upright posts and stall partition posts are set in at least 6 or 8 inches of concrete in order to secure a good strong job. Be sure, also, to brace the stalls well before you start pouring concrete, so as to have them properly lined up when the work is completed.

These stalls, said Mr. Horrocks, while costing, on the whole, but a relatively small sum compared with standard stanchions, have all the advantages of the so-called standard type, and in addition give the cows more freedom and comfort.

Mr. Horrocks has had individual drinking cups installed in each cow's stall. He runs the water pipes along the top of the curb.

The arrangement of the stalls, water supply, and other dairy barn appliances have been satisfactorily operated by Mr. Horrocks for a number of years and have proven quite satisfactory.

The construction work is not difficult and can be readily done by anyone familiar with general dairy and farm work.

In doing this work, Mr. Horrocks used 1/4 inch galvanized iron piping. Malleable iron fittings were used in making the various connections. The stall consists of an up-right post, on each side of the cow stall, on which a ring three inches in diameter slides. These rings are connected by a loose chain with a snap fastener in the centre. These chains should be about 6 to 8 inches longer than the distance between the two posts, otherwise the rings will bind when the cow tries to rise, instead of sliding freely up the post.

Two pieces of pipe fitted together, as in sketch, form stall partition and help to brace the stall posts.

## SANITARY REGULATIONS PHILADELPHIA INTER-STATE DAIRY COUNCIL 1931

The following amendments and changes in the present regulations are announced as being effective June 1st, 1931.

### Permits

While the actual issuance of Permits by the Dairy Council, as heretofore, will be abandoned, it will be necessary for each dairy farmer to have his premises inspected and approved before authority will be given such producer to ship milk or cream in the Philadelphia Milk Shed.

The application for such inspection must be made by the producer and no shipment of milk or cream may be made until an inspection has been made and approved by the Dairy Council.

However, the Dairy Council may waive the requirement in exceptional cases when they are satisfied that the proper sanitary conditions of production and handling are met, or when, as in emergency, the public interests demand such waiver.

### Stables

Stables in which cows are maintained and milked, must be white-washed at least once a year. White-washing is intended to include all walls, woodwork, ceiling, etc., unless these be painted in a light color, or if they be of a smooth finish. Dairy barns in which Grade A milk is produced must be white-washed once each six months unless painted or of smooth finish.

### Milk House

Every dairy farm must have and use regularly, a milk house or milk room of suitable size, (preferably not less than 6 by 8 feet). This may be a spring house, if it is conveniently located. In no case shall the milk house be allowed to communicate directly with the cow stable or be located within the barn yard.

The milk house must have a concrete floor, concrete cooling tank, or other approved facilities for cooling milk. Cooling tanks must be of sufficient size and depth to properly cool the milk. The tank should hold five times as much water as milk, except where water is constantly flowing through the tank, or where ice is used.

Gasoline engines shall not be permitted in the milk house. Where there is a pump in the milk house and such pump derives its power from a gas engine, such pump must obtain its power by means of a line shaft, which leads to the gas engine, located outside the milk house.

Milk houses shall be free of contaminating surroundings, screened against flies and other insects, and provided with adequate light and ventilation. It should not communicate with any other building, or room used for domestic purposes. Metal can racks must be provided in the milk house for caring for and storing cans and utensils.

### Cans

All cans shall be of the so-called New York or umbrella type. All cans and lids must be in a good condition. Cans will be condemned when conditions are as follows:

- When inside or tinned coating is worn off to any considerable extent.
- When badly rusted.
- When badly dented or with pockets above the neck, or with leaks not properly soldered.

Condemned cans shall be definitely marked by the Dairy Council inspector and receivers of milk in such cans will be instructed to reject milk that has been delivered in such condemned cans.

### Cleanliness

Immediately after the removal of the milk from the cans, cans and lids must be washed and sterilized, by the dealer before being returned to the producer. After washing the cans shall be delivered outside of the milk plant or to its door in such a manner as to make it unnecessary for farmers to enter the plant to receive their cans. The delivery of cans outside the plant is to be made by conveyor, or in any other manner convenient to the dealer. Where conveyors are used, the lids must be replaced on the cans within the plant or if the conveyor is carrying cans and lids separately, the conveyor outside the plant must be covered so as to protect them from dust, dirt and cinders. Dairymen must see to it, however, that cans are clean at all times, before they are used for milk.

### Transportation of Milk

All paid haulers transporting milk must provide conveyances with tight sides at least as high as the top of the cans loaded, and should either be provided with a roof over the conveyance or the cans must be covered with a canvas in such a manner as to entirely protect the milk while in transit. The transportation of contaminating commodities particularly live-stock and poultry when such commodities come in direct contact with the milk, or containers, shall be prohibited. All conveyances for hauling milk must be covered to protect the lading from exposure to sun and dust.

All trucks excepting those arriving at terminal markets and receiving stations prior to 10:00 A. M. standard time during the summer months, shall be required to ice the milk. Such icing to be provided by the operator of the truck.

Milk must be reasonably clean as indicated by the sediment test to which the following addition shall be added:

### Sediment Tests

Dairies having number 4 sediment tests, three times within a period of one year shall be excluded for a period of five days.





# HOME and HEALTH

ELIZABETH McG. ORR, Editor

**ENDURANCE.** *Fortitude. The spirit of the land was flowing, into her, and her own spirit, strengthened and refreshed, was flowing again toward life. While the soil endured, while the seasons bloomed and dropped, while the ancient beneficent ritual of sowing and reaping moved in the fields, she knew she would never despair of contentment."*

ELLEN GLASCOV  
in "Barren Ground."**Women We've Met**

"The home is more important than too many club organizations" is the way one mother expressed it when she was asked how she found time to make her home and yard attractive.

There are six children in the family of Mr. and Mrs. Fred Williams of Oak Grove, Maryland, who believe that they have escaped many problems by making their own home more attractive to the children than any other place. In order to do this the Williams have not spent money, but they have spent time. Not alone in little touches to the inside of their home, but particularly in the attention they have given to the appearances of the grounds.

The planting of evergreens around the Williams home receives the enviable compliment of many a passerby who, however, often fails to realize that none of the shrubbery has been bought but that it all consists of native evergreens such as cedar, spruce and loblolly pines transplanted from nearby woods. Mr. Williams has successfully moved cedars as tall as six feet, although he has learned not to expect all of the young trees to live. When they fail do so, he patiently replants.

The children have become enthusiastic beautifiers of the place and have helped Mrs. Williams to make fern and flower beds. You'll find that the back yard is quite as attractive as the front yard. Cedars have been massed effectively even against the side of the barn.



Flower Beds add to the appearance of the Munford Schumann home, near Quakertown, Pennsylvania



Does your backyard look like this one of the Cassell's, near Manheim, Pennsylvania?

"And we all have about as much fun together as any family could" declared Mrs. Williams who thinks nothing of packing six good lunches every morning and being in readiness to show interest in the various activities of the children when they arrive home from school in the afternoon.

**Getting Ready for the Spring Gardening\***

Long before you smell spring in the air and the green things in the ground, you must start preparing your outdoor garden, says the Extension Service of the University of Maryland in an outline for a flower garden project conducted in various counties of the state.

Even in formal gardens, the modern tendency is to develop the plantings around a central, unbroken grass panel.

The plants for your garden should be governed by a few fundamental principles if you wish to have real success. So, the first to be considered should be the location of the flower beds.

Practically all annuals succeed best when grown in locations exposed to the full sun, at least, for the greater part of the day. This is often the determining factor in the selection of a place for the flower garden.



A Farm Home Made Attractive with Shrubbery.  
The home of Mr. and Mrs. J. R. Cassell, R. D. Manheim, Pa.

Most permanent and satisfying results are usually those obtained by a lawn as a foundation with trees making a frame for the house and giving grateful shade, accompanied by shrubs and permanent flowers to round off the corners and give an air of naturalness and homeliness.

So, one may say that annuals are grown for two purposes: to produce an attractive effect in the garden and, to furnish cut flowers for the house.

When annuals are grown for cut flowers, the best arrangement is to plant them in the vegetable garden. This way they are more easily cared for and give better results than when grown in the closely planted bed. However, only certain varieties are suitable for use as cut flowers. Many others are adapted mainly for bedding purposes.

When garden effect is desired, the location of beds in relation to other features of the yard, should be given careful thought. The common practice of locating round beds in the open lawn should be avoided as a general rule. Such use,

\*Extract from the outline for the Home Flower Garden project conducted by the Extension Service of the University of Maryland.

**A Glimpse of the White House Conference**

If you have been watching all reports of the White House Conference on Child Health and wishing you could play a part in this great movement you will be glad to know you are expected to help and your call is a very definite one.

The theme that seemed to run through many of the meetings was that knowledge all over the country may have the facts, the governor of each state is being asked to call a miniature White House Conference. Each State will study its own conditions, decide on the things needed to be done and on the best way to attack the problems.

March, 1931

**Using Brains in This Economic Crisis**

Dr. Hannah McK Lyons

(continued from last month)

Let us continue our thought of last month, that in an economic crisis more than any other time we need to watch carefully the dietary of our family. It has been said, if best things are obtained "one must either give money or time." Our amount of money is lessened so it is well that we use the other factor, "time" to make the balance that will give us the required needs in order that lowered resistance may not allow us to later fall a prey to the ills of deficiency diseases.

As we continue our study of the Vitamins, we come to C and at once think of that disease known as scurvy. At once comes a feeling of satisfaction, for you say, "Oh that belonged to the days of long ago slow sea voyages when there was not proper food" - but the feeling of satisfaction will not last as long as the dentist examining the child's mouth, and finding a bleeding condition of the gums, caries, etc. He pronounces it a mild case of scurvy. Yes, a land with plenty of foods, but we do not eat or care for the variety we ought to have in our diet.

In the United States government bulletins we find that a decided shortage of Vitamin C is followed by scurvy. A disease characterized by stiffness and soreness of the joints, soreness of the gums and loosening of the teeth. It has been observed that on diets deficient, but not entirely lacking in vitamin C, children become irritable and lacking in stamina, fail to grow normally, and are less resistant to infectious diseases.

"Second, due to the necessity in hard times for cheap body fuel, you must buy more cereals than if you had more money to spend.

"Third, provide one fresh vegetable daily. All fresh vegetables help to keep the blood stream of the body from becoming acid. An acid condition lowers resistance to disease.

"Fourth, One pound of dried fruit actually provides three pounds of bulk when ready to serve. However, it is essential that you serve some fresh fruit two or three times a week".

"Feeding the Family of Five for Eighty-two Weeks" contains suggested menus for a week, a weekly market list, short-cuts in preparation and selection of food, and a number of "Economy Recipes." The Philadelphia Inter-State Dairy Council will mail you a copy of this new booklet upon request.

"Growing Early Vegetable Plants Under Glass" is the subject of Circular No. 135 issued by the Division of Agricultural Extension of Pennsylvania State College. "The family vegetable garden, Circular 120 may also be secured for the asking.

If the beds are small, an entire bed may be given over to a single type. In a long border, however, more pleasing results may be secured by developing narrow, irregular groups running the long way of the bed.

When garden effect is desired, the location of beds in relation to other features of the yard, should be given careful thought. The common practice of locating round beds in the open lawn should be avoided as a general rule. Such use,

MILK PRODUCERS REVIEW

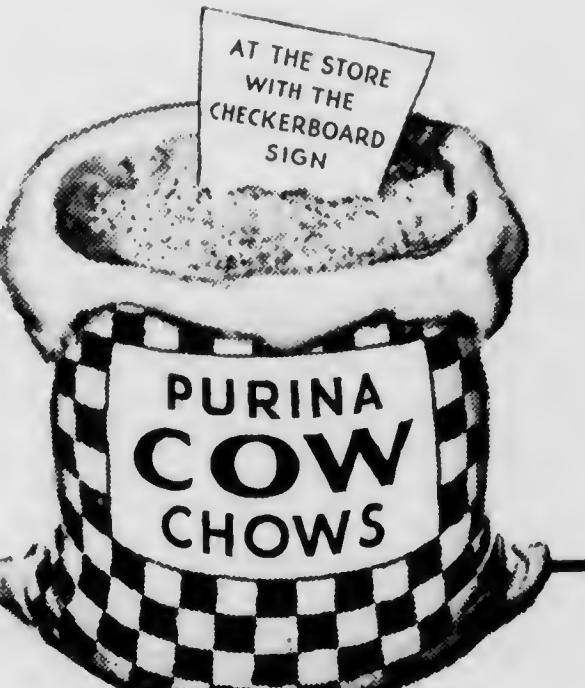
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## MAKING MILK WITH LESS FEED!

LIBRARY

JAN 21



PURINA cow chow is built for the big job of making milk. That is why it can make milk with fewer pounds of feed. Actually, 88 pounds of Purina Cow Chow will do the job of 100 pounds of ordinary feed. 9 cows fed Purina Cow Chow will produce the same milk as 10 similar cows fed the average feed. These figures come from a recent national farm-to-farm survey of 27 months...a survey of 1,104,151 cows...a survey covering 48 states.

Because Purina Cow Chow is so good you will find that it will get the most out of whatever home-grown feeds you may have. Whatever your feed...whatever your feeding problem...Purina Cow Chow is built to do that very job. The sort of feeding job that puts milk in the pail with the fewest pounds of feed...for the fewest cents per gallon. Purina Mills, 854 Checkerboard Square, Saint Louis, Missouri.

THE PURINA COW CHOWS  
BULKY COW CHOW 24% COW CHOW FITTING COW CHOW  
20% COW CHOW 34% COW CHOW CALF CHOW  
BULKY-LAS

foods do not contain this all important Vitamin D, we have a ready aid in sunlight for helping toward correct deposits of calcium and phosphorus. Hence the popular sunbaths taken in the out-of-doors; or before an open window. Common window glass sifts out the special rays of light we need, so direct sunlight is needed. However, care must be taken that there is not too sudden exposure to strong sunlight.

May I quote from Dr. E. V. McCollum,

Johns Hopkins University when he says, "It is impossible at present to say just how many vitamins exist. But of one thing we may be sure: that with a varied diet looking well to our calcium and phosphorus intake and the known vitamins, we may keep in health."

Inch-wide adhesive tape may be used instead of tacks to reattach to the rollers window shades that have torn loose.

**Keep Milk Clean**

Wiping the cows' udders before milking, cooling the milk quickly, and scalding milk pails and strainers will reduce milk rejection at the plant or factory.

**More Fires This Year**

Farm fire losses have increased from 25 to 50 per cent during the past season of drought, government reports show. Special precautions against this great destroyer are urged.

A farm inventory is the first step in keeping farm accounts. On the average farm it requires about one-half a day to take it.



## Your HERD was One Big Cow!

One mouth to feed—One cow to milk—How Simple!

But the dairy business is not built that way. You can't treat your entire herd as one big unit. **Each cow must be handled as a separate individual**—she must be fed according to her milk production and required to stand on her own in so far as profit is concerned. In almost every herd there are some cows that are not producing at a profit—these cows are costing their owners money. **They require the same time and labor as good cows and are only helping to create a surplus of milk on the market.**

Under present conditions it is important that every non-profit cow be eliminated. The best way in the world to get rid of surplus milk is to weed out those low producing cows. After that is done then **feed your good cows the best ration you can buy.**

Regardless of milk prices, **a good cow will produce more profit on Larro than she will on any other ration.** Larro plays square with the cows at each feeding because **it is always the same—always uniform.**

It's no child's play—this dairy business, but with good cows and Larro in the barn it is surprisingly more simple and a lot more profitable.

Send for our bulletin "The Business of Dairying"

**Larro**

FEEDS THAT DO NOT VARY  
POULTRY, HOGS, DAIRY

Larro Family Flour, best for Bread, Biscuits, Cakes and Pies  
THE LARROWE MILLING COMPANY, DETROIT, MICHIGAN

### Grow Early Plants

The cold frame is indispensable for growing early plants and small vegetable crops. The plants will have to be started in the house, a hotbed, or a greenhouse. Instructions for building and operating these are found in Circulars 120 and 135 which can be obtained from the Agricultural Publications Office, State College, Pa.

A child's honest questions deserve honest answers.

### Fertilize the Garden

Use the best fertilizer for your garden soil. For light soils with little manure, use a 4-8-4 mixture; on heavier soils with plenty of manure, apply a 4-12-4, and for unusually fertile soils with abundant manure, use only superphosphate. For one-quarter of an acre, or about 100 by 100 feet, apply about 300 pounds.

Wash the electric light bulbs frequently, and they will light the house much more effectively than dusty ones.

Reports of wage conditions for farm

### Directors Hold Bi-monthly Meeting

An attendance of one hundred per cent on the part of officers and directors and field representatives of the Inter-State Milk Producers' Association and the Philadelphia Inter-State Dairy Council, marked the Bi-monthly meeting of the Board of Directors of the Inter-State Milk Producers' Association held at the Association's headquarters in Philadelphia on March 6th and 7th.

The session was also marked by a very thorough presentation and study of marketing conditions and marketing prospect for the future, throughout the entire territory.

Following the reading of the minutes of the previous meeting and those of the Executive Committee of the Board of Directors, which were approved, reports from the various departmental heads were presented.

I. Ralph Zollers, made a detailed report of the status of the Oleo Legislative work before the National Congress.

F. M. Twining, Director Field and Test Department made a report on the activities of that department since the last Directors' Meeting.

C. I. Cohee, Director of the Quality Control Department of the Dairy Council reported on the work of that department and also outlined the 1931 Sanitary Regulations. (A copy of which is printed on page 3 of this issue of the Review.) He also commented on a new Health Budget, based on the feeding of a family of five on \$8.22 a week, which while nutritionally sound, was in line with minimum expenditures of money, which under the present economic stress was extremely interesting. (A copy of this booklet may be had upon request.)

Dr. E. G. Lechner, Assistant Director of the Quality Control Department cited some of the recent inspection work done by that Department.

Under new business the Board discussed the date for the coming Annual Meeting of the Inter-State Milk Producers' Association and it was decided to hold this meeting in Philadelphia on November 17th and 18th, 1931.

President Allebach then briefly outlined the program of the proposed Federation of the Bargaining Organizations of the United States, which will hold a meeting to further discuss the problem in St. Louis, Mo., during the present month.

#### Directors Make Reports

A formal report, on the part of each Director, presenting milk production conditions, feeding programs and prospects for future production of milk followed.

Reports were general that, owing to various conditions, such as lack of feed—lack of rainfall were quite general. Many sections of the milk shed had had little general rainfall, wheat and grass fields in many cases, showed but little indications of growth and there was a doubtful opinion as to the coming seasons crops, particularly such as has been planted last Fall. Some plowing for this year's crops had been done but the ground was extremely dry.

The shortage of water was reported acute in a number of sections. While there had been some rain and there was more water in streams, wells as a rule, were very low.

Just what the future would bring forth in the coming season was problematical and time alone would tell the story.

Notwithstanding the late flush in the milk supply it was generally reported that it would fall off at an early date.

Supplies of hay were reported cheaper in some markets, but in many cases it lacked quality.

Reports of wage conditions for farm

March, 1931

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### Why Milk Tests Vary

(Continued from page 1)

of milk is not so great. Violent exercise, such as is brought about by chasing the cows from pasture results in a lowering of the milk yield with a slight increase in the percentage of fat.

#### Health

If a cow is in poor health there will be a decrease in both milk flow and fat content. When the udder is infected with mastitis, or "garget," the milk secreted is generally quite low in fat.

#### "Heat" Period

During the normal heat period of a healthy cow, the percentage of fat is not affected in the case of some cows, while with others there seems to be an increase in the percentage of fat.

#### Age

The age of the animal has very little effect upon the fat content of the milk. The fat percentage of milk from aged cows is very slightly lower than that of milk obtained when the cows were in their first few periods of lactation. The tendency is for a decrease in the fat content of the milk after the fourth or fifth lactation periods.

#### Variations Due to Unknown Causes

The fat test of milk from individual cows may vary considerably from day to day. Likewise, the fat test of milk from herds will show variations approximately in indirect proportion to the size of the herd. These frequent variations may be caused by any one, or by a combination of the factors previously mentioned.

#### Condition of Milk

The condition of the milk, when sampled, may affect the fat test. If the milk is slightly sour or slightly curdled, it will be difficult to secure an accurate sample, because of the presence of fine curd particles or butter granules.

Since the fat rises to the top, the milk should not be allowed to stand, but should be stirred vigorously before sampling.

#### Summary

Variations in the fat percentages of milk are the rule rather than the exception. When too wide a variation is encountered, the possible causes should be studied and corrected. It is obvious from the wide variety of factors which affect the milk test that such variations are more likely to result from some existing condition on the farm rather than because of incorrect testing. Before questioning the accuracy of the milk test, it would be well to check up on the factors which have been pointed out in this discussion.

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of January, 1931:

No. Inspections Made... 2297

Sediment Tests..... 2401

No. Permanent Permits

Issued..... 16

No. Temporary Permits

Issued..... 0

Meetings..... 8

Attendance..... 1150

Reels Movies Shown... 0

Bacteria Tests Made... 0

No. Miles Traveled... 18,442

Man Days, Fairs and

Exhibits..... 87

During the month 31 dairies were

discontinued from selling for failure to comply with the regulations—39 dairies were re-instated before the month was up.

To date, 185,972 farm inspections have been made.

# A Simple FEEDING PROGRAM

for Rapid Growth and Strong, Vigorous Birds



BECAUSE Amco Starting and Growing Mash does two big jobs—and does them both well—it has become popular with thousands of feeders.

Its first job is to give chicks a quick start and a right start. Its next job is to bring them to the laying stage—in healthy, vigorous condition. By doing both successfully it provides a simple feeding program from birth to maturity.

Why change from a feed that your chicks get accustomed to, when one feed contains every single element that's essential to growth and health?

The ingredients used in Amco Starter and Grower—and amounts of each ingredient—are specified on each tag. Made two ways—with and without Cod Liver Oil. Ask your Amco Agent. If you have any poultry problem, the Amco Service Staff of recognized poultry authorities will be glad to help you. Write to the address below, Dept. H-3



A Chick Starter  
A Chick Grower  
In ONE BAG



District Office: Muncy, Pa.  
Dept. H-3

### Feed Good Cows Well

Do not reduce grain feed for cows in the flush of production even though prices paid for milk may be lower. It is better to weed out the poor cows in the herd and greatly improve the quantity and quality of the grazing. Fertilization every five years and liming at longer intervals will maintain satisfactory production.

### Improve Pasture Sods

A mallard duck banded on November 23, 1930, at Big Suamico, Green Bay, Wis., was killed five days later near Georgetown, S. C., according to a report to the Bureau of Biological Survey of the United States Department of Agriculture. This is a record for individual speed of migration, the bureau says.

### Duck Speed



## ESCO ENGINEERED Electric MILK HOUSE EQUIPMENT

Bacteria causes milk to sour. Keep bacteria from growing and multiplying in your milk by clean handling . . . clean, sterilized pails and utensils . . . correct cooling and storing . . . and it will keep sweet and pure indefinitely.

With three products, ESCO makes the production of A grade milk easy. Any dairy farmer who thoroughly cleans his pails and cans with hot water as supplied by the ESCO Electric Water Heater, sterilizes them in an ESCO Dry Air Sterilizer, then cools the milk in an ESCO Electric Milk Cooler, leaves but little chance for bacteria trouble.

ESCO Water Heaters, Sterilizers and Milk Coolers are engineered from start to finish to do their specific tasks in the quickest, most efficient and economical way possible.

Ask your Power Company, Electric Refrigeration Dealer, or write direct to us.

ESCO CABINET COMPANY  
WEST CHESTER, PENNA.

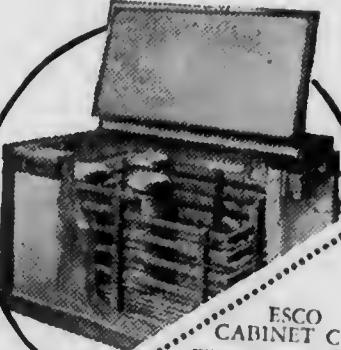
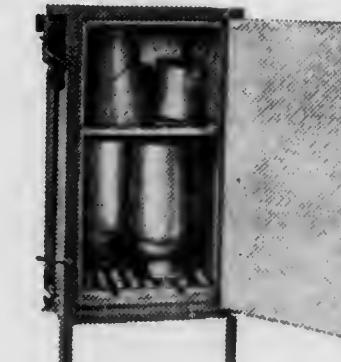
### "The STANDARD of the BETTER DAIRIES"

**COOL Your Milk Properly**

Proper cooling of milk and cream with the Milcare Automatic Stirrer will check bacteria growth, and eliminate Animal Heat and Off-flavors. Will enable you to produce a high quality product, which means more profit for you.

**MILCARE CORPORATION**  
FERGUS FALLS, MINNESOTA  
Write for Pribes Agents Wanted

When answering advertisements always mention the fact that you saw their advertisement in the Milk Producers' Review.



PAT. NOV. 25  
1930  
ESCO  
CABINET CO.  
West Chester, Pa.

Please send full information in regard to Milk Coolers, Sterilizers, Water Heaters.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
Town \_\_\_\_\_  
State \_\_\_\_\_

### Pure Milk Association to Hold Annual Meeting

More than 3000 farmers and dairymen from Wisconsin, Illinois and Indiana are expected to attend the Sixth Annual meeting of the Pure Milk Association, a cooperative organization, on March 10th, 1931 in the Auditorium Theatre in Chicago, Ill.

The Pure Milk Association is made of farmers who feel the urgent need of organization and cooperation in the production of high quality milk. It enables them to have service of weighing, class testing and marketing by a central organization which also works out the scientific and economic problems of the dairy farmer, and one which marks the milk of the farmers in that area.

To further perfect this high standard, the farmers have seen its advantages, pay three cents for each 100 pounds of milk they sold after the first of July in the maintenance of this central organization. At present the price paid is 2 cents per hundred pounds.

Among the important topics to be discussed, according to an announcement by W. C. McQueen, president of the organization are: Dairyman's fight against the encroachment of butter substitute curbing of production to lessen the recent flooding of market centers with dairy products, transportation to market and marketing agreements with chain buyers.

Election of a board of directors and other important business will be transacted.

Don. N. Geyer, Chicago, Ill. is secretary and general manager of the organization.

**PAPER YOUR HOME for 90¢ PER ROOM**

You can paper your average room with high-grade, artistic wallpaper for as little as 90 cents per room. Send for free catalog, mail order catalog or large book showing scores of artistic designs for ceilings and borders as well as walls. Write today.

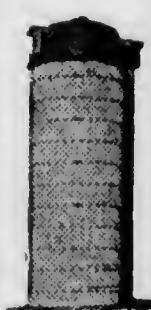
**PENN WALL PAPER MILLS**  
Dept. 120  
Philadelphia, Pa.

### COWS FOR SALE

Accredited Herd of Jerseys  
6 Cows 2 Heifers  
Address  
V. C. HERSH, Red Hill, Pa.

### Pottstown

Concrete Stave Silos  
Why not have us build a permanent, fireproof, storm-proof Silo on your farm, and eliminate all future Silo worries. You will be more than pleased with the results. Minimum initial cost—minimum upkeep expense. Being made of reinforced concrete, will improve with age. Take advantage of our Early Order-Early Delivery discounts and save real money by deciding now to place your order with us for the Silo of Merit. Manufactured and erected by Pottstown Cement Block Co., Queen & Bailey Sts., Pottstown, Pa.



### COWS

150 herds to select from. 100 of them located in Tioga, 50 in Bucks County, Pa. Double tested (T. B. and Abortion) and sold subject to both tests. Above all else in health, combined with good C. T. A. Records. For appointment to see these herds, write or phone

J. N. Rosenberger  
431 S. 51st Street, Phila., Pa.  
Phone Allegheny 3229

### Horace F. Temple INCORPORATED

Printer  
and  
Designer

WEST CHESTER, PA.

Bell Phone No. 1

Lumps in brown sugar soften if placed in a warm oven for a few minutes.

## Compensation, Automobile & Truck Insurance

### Save Money by Giving Us Your Insurance

Our policies furnish Compensation protection as required by the Compensation Act. We protect the employer as well as his employees. We paid a dividend for 1929 of 20%. If interested, write for particulars.

I am interested in having Casualty Insurance for my help and protection for myself, 24 hours in the day. I estimate my payroll for the year at \_\_\_\_\_  
Occupation \_\_\_\_\_  
Name \_\_\_\_\_  
Address \_\_\_\_\_

We write insurance in the state of Pennsylvania only.

WE WRITE A STANDARD AUTOMOBILE POLICY. IF INTERESTED, FILL IN THE ATTACHED BLANK AND WE WILL GIVE YOU FULL INFORMATION

Name _____	Address _____	City _____	County _____
Insurance Begins _____	19 _____	Expires _____	19 _____
Business _____	Mfg. Name _____		
Type of Body _____	Year Model _____	No. Cylinders _____	
Serial No. _____	Motor No. _____	Truck _____	
Capacity _____	Serial No. _____	Motor No. _____	

### Pennsylvania Threshermen & Farmers' Mutual Casualty Insurance Co.

311 Mechanics Trust Bldg., Harrisburg, Pa.

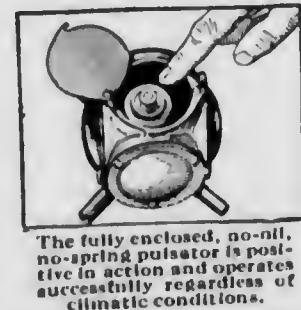


### McCormick-Deering MILKER

AMONG the remarkable features of the new McCormick-Deering Milker, assuring the highest efficiency, are:

Simplicity of design and operation. Every part easily accessible for washing and cleaning. Patented vacuum pump with replaceable cylinder. Vacuum tank of entirely new principle of design. Positive, fully enclosed, no-oil, no-spring pulsator (operates efficiently regardless of temperature).

Positive vacuum regulator and vacuum gauge. Anti-freeze stall cocks. Two-piece, easily-cleaned, teat-cup assembly of the right size, shape, and weight for efficient, rapid milking. One-piece sanitary pail cover. High-grade rubber parts. Rust-resisting aluminum pail. Engine or motor drive.



The McCormick-Deering two-piece teat-cup assembly consists of a rubber liner and a metal shell. Note how easy the teat cup has been made. It makes it sanitary and easy to wash.

1831 McCORMICK REAPER CENTENNIAL-1931

INTERNATIONAL HARVESTER COMPANY  
OF AMERICA  
Incorporated  
PHILADELPHIA HARRISBURG

BALTIMORE

TRADE  
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**NICE**  
REG.  
U.S.A.

THE NAME TO GO BY—WHEN YOU GO TO BUY  
PAINT AND VARNISHES  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

Unadilla Silos  
are serviced!

When you buy a Unadilla Silo that doesn't end the transaction. As a purchaser you are entitled to the attention of our Service Department—a year or ten years later. No other Silo manufacturer will take this interest in you.

Get the facts why a Unadilla is the best Silo buy today. Let us tell you how to fill your Unadilla and feed from it to get best results. Catalog and Prices on request.

Unadilla Silo Co., Inc.  
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USE  
WARNER  
LIME  
For Every  
Agricultural Use  
For WHITEWASH  
For FORAGE CROPS

Warner

1616 Walnut St. - Phila.

Quietness and Convenience in Philadelphia's Newest Hotel  
**The Robert Morris**  
Rooms all outside and with bath. All beds equipped with box springs and Nachman inner hair spring mattresses.  
RADIO IN EVERY ROOM  
Single rooms - - \$3.00 \$3.50 \$4.00  
Double rooms - - 4.50 5.00 6.00  
LUNCHEON 60 and 75  
DINNER \$1.00, \$1.15, \$1.50

FARQUHAR



## "NON-WRAP" SPREADER

Helps tremendously in conditioning and enriching ALL SOIL. No large lumps or irregular spreading. There is an even feed and consequently an even distribution. An old but well known principle has been applied to the beater arms and they cannot wrap but shred, pulverize, and deliver to the distributor in an even stream. Therefore an even distribution to every square inch is assured.

You want to know about this spreader—how wrapping is prevented no matter what kind or condition or manure.

The "Non-Wrap" is built low down which makes it easy to load; has large capacity, and the roller bearings and non-wrapping assure light draft—direct draft through angle braces pulling from center of bed. Auto guide front wheels make convenient turning without tipping or strain. Attachment for spreading lime top dressing with commercial fertilizers, etc.

The "Non-Wrap" Spreader is not only making a host of new friends but is holding its old friends. Write for Bulletin No. 930 and learn more of these distinctive features.



## BOILERS

FOR THE  
Dairyman and Milk  
Receiving Stations

Farquhar Boilers furnish abundant ca  
of steam for sterilizing and hot water  
for the dairyman. They are quick  
steamers, economical; use wood, coal  
or gas for fuel. Boiler sizes from 1/2  
horse power up to 125 horse power. A.  
S. M. E. and meet all state require-  
ments. Write for Bulletin 431-2.

A. B. FARQUHAR CO.  
LIMITED

Box 961

YORK, PA.

## 3 ... Kinds of ... • • De Laval • • • Milker a size and style for every • • need and purse •

NO MATTER what your milking requirements may be or how many cows you have, there is a De Laval Milker which will serve you better and give you more profit and satisfaction than any other method of milking.



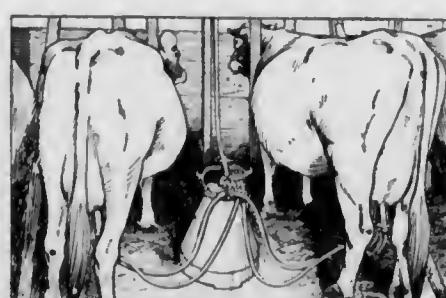
### De Laval Magnetic

The world's greatest milker—does work than any other. The ideal for the great mass of users. Thousands of outfits in use in all parts of the world. Pulsations controlled by magnetic insure absolute uniformity of milk. Cows always milked the same way, produce to their greatest ability. Magnetic milking. Any one can operate it. Easy to handle and care for and keep in a sanitary condition. Operated by engine or electricity. Outfits milking one to 300 or more cows.



### De Laval Magnetic Combine

The latest development in milking. Milks just like the Magnetic but addition automatically weighs and conveys the milk. Cows are milked in a milk room or "parlor." One operator milks 30 to 40 cows per hour with this system. Milk is drawn into a visible glass hole where it is weighed, then passed through sanitary pipes, into the milk bottling room. The shortest route from cow to bottle. Milk never comes in contact with hands or other sources of contamination. Extremely sanitary. The ideal milker for producers of certified or commercial market milk. Outfits in use in fine dairies of the country.



### De Laval Utility Outfits \$145.00 and Up

The best low-priced milker made. Ideal for the small dairyman or for those whose price is an essential consideration. Does better work than any milker in its class. Many outfits in use in all parts of the country. Furnished with single or double units, which can also be used with any make of single pipe line milker. Outfits for milking one to 40 cows.

See your De Laval dealer or write nearest office below and we will gladly assist, without obligating you in any way, in working out the best milking system for your needs.

### The De Laval Separator Company

New York  
165 Broadway

Chicago  
600 Jackson Blvd.

San Francisco  
61 Beale Street

# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa. and Philadelphia, Pa., April, 1931

No. 12

Vol. XI

### Federation Holds Conference On Stabilization of Dairy Products

At the conference in St. Louis, March 11, 12 and 13th, held by representatives of member associations of the Federation, plans were laid for a nation-wide campaign to stabilize production and stimulate consumption of dairy products. Several projects were laid before the conference which created a committee to analyze the proposals and combine them into a plan to be sent to member associations for their information. This committee consists of Robert C. Mitchell, chairman, President of the Connecticut Milk Producers Association, Hartford, Conn.; I. W. Heaps, manager, the Maryland State Dairymen's Association, Baltimore, Maryland; H. H. Rathbun, member executive committee, the Dairymen's League Cooperative Association, Inc.; P. L. Betts, vice president and manager, Chicago Equity-Union Exchange, Chicago, Illinois, and H. D. Allesbach, president, the Inter-State Milk Producers' Association, Philadelphia, Pa.

The committee held a meeting in St. Louis and outlined the following suggestions for immediate distribution.

**Slogan—For Health and Economy Use Dairy Products.**

1. Increased consumption of dairy products.

(a) Campaign for greater use of butter and elimination of butter substitutes.

(b) Adequate consumption of milk in home and on the farm.

(c) Special campaign of commercial advertising.

2. Regulate production to meet market demands.

(a) Eliminate unprofitable cows.

(b) More economic feeding.

(c) Temporarily discourage farmers in other lines from going into dairying.

Additional suggestions from the committee will be distributed from time to time.

It is particularly urged that every association adopt the slogan suggested, carrying it on stationery, in official organs and by means of stickers. The Dairymen's League Cooperative Association, Inc., 11 West 42nd Street, New York City, has worked out an attractive sticker suitable for the use of any organization.

Arrangements can be made to secure any quantity from that organization by writing Mr. Rathbun.

### New Buildings

#### For Penn State

Plans for two new buildings at the Pennsylvania State College have been approved by the Board of Trustees. The structures will be erected as part of the State emergency employment plan, \$940,000 having been included in the emergency bill which was approved recently by the Legislature for this purpose, and for construction of a campus surface drainage sewer.

One of the buildings, for dairy husbandry, will be added to the group of structures comprising the School of Agriculture, and the other, for the home economics, will continue the development of the east side of the college campus as the domain of the women students.

## For Health and Economy Use Dairy Products

IN THE FARM HOME

## BUTTER MILK CHEESE

### THE SLOGAN OF THE National Dairy Federation

At its meeting in St. Louis, Mo.

### Let Every Milk Producer Take This Slogan Seriously

USE EXCESS MILK AT HOME.  
USE REAL BUTTER DAILY.  
USE THEM FREELY, AND HELP  
CONSUME THE EXCESS SUR-  
PLUS.

### Avoid Butter Substitutes

### American Institute of Cooperation Plans Important Session

Cooperative leaders aided by educators and public officials will make an unbiased effort to evaluate the work of the Federal Farm Board next summer at a national conference to be held at Kansas State Agricultural College under the auspices of the American Institute of Cooperation. Formal addresses and informal round tables will deal with all important current problems of agricultural cooperation.

The dates of the conferences have been fixed for the entire week of June 8th to 13th, 1931, according to announcement made here today by Charles W. Holman, secretary of the Institute.

These conferences are held annually for the purpose of collecting and disseminating information concerning agricultural cooperation and will be participated in this year by 2,000 representatives from farmers' business organizations, colleges, federal and state extension services, vocational agricultural system and other public agencies, including the Federal Farm Board. The purpose of the American Institute of Cooperation is also to train leaders in agricultural cooperation and to assist other educational institutions in improving their teaching courses and investigating work.

Although the conferences last only one week, the agricultural college is supplementing the meetings with special one month credit courses for students, teachers, county agents and farm leaders desirous of studying agricultural cooperation. The faculty includes: B. H. Hibbard, head of the agricultural economics department, University of Wisconsin, Madison; W. E. Grimes, head of the agricultural economics department, Kansas State Agricultural College, Manhattan; R. M. Green, professor of agricultural economics, Kansas State Agricultural College, Manhattan; H. J. Henney, assistant professor of agricultural economics, Kansas State Agricultural College; Geo. Montgomery, Kansas State Agricultural College and others who will assist in courses dealing with marketing and education.

About 100 marketing specialists and public officials of national and regional repute will address the general conferences, each morning being devoted to national and regional problems of cooperative associations. Afternoon programs during the week will include a number of commodity sections which meet simultaneously to discuss current marketing problems of livestock, wool, dairy products, grain, potatoes, poultry, cooperative purchasing and mutual insurance. A session will also deal with educational problems.

Speakers and their specific subjects are being chosen by joint state and national committees and will be made public within the next few weeks.

At the time of the Institute numerous state and national organizations interested in farm marketing will hold meetings of their boards of directors at Manhattan.

Local arrangements are in charge of the Midwest Association of Agricultural Agencies which is composed of various agricultural colleges, farm organizations, cooperatives, state boards of vocational education, etc. Its officers are: Dr. O. O. Wolf, Ottawa, Kansas, president; W. O. (Continued on page 9)

## The Dairy Outlook For 1931

By L. M. Davis\*

U. S. Dept. of Agriculture, Washington, D. C.

The increased numbers of milk cows on farms at the beginning of 1930 influenced the dairy situation throughout all of the year, but two additional factors played an important part in the year's developments. These were, the general business depression and the drought of the summer, which in varying degrees affected all of the important dairy producing sections. The drought caused production to fall off during the summer and early fall, but the increased number of cows, very favorable production conditions in the fall and winter months, and the fact that farmers generally devoted more than usual attention to dairying on account of the reduced returns from other farm enterprises, resulted in a total production for the year not greatly different from that of the preceding year. Demand for dairy products in 1930, however, was distinctly reduced by the business depression, surpluses resulted, and prices dropped extremely low.

Regardless of unfavorable price changes, dairy herds continued to expand during the year, due to the fact that at the low levels, price of butter, fluid milk and other dairy products averaged above the general agricultural price level. On January 1, 1931 the number of milk cows on farms was 2.4% larger than the number a year ago, and the number of yearling heifers being kept for milk cows, while about the same as the number on hand a year ago, was above the number normally required for replacement of old cows.

The number of milk cows on farms will probably continue to increase through most of 1931, and possibly well into 1932, but the rate of increase is apparently declining, for on January 1, 1931, the number of yearling heifers being kept for milk was about the same as a year ago, whereas on January 1, 1930, the number was 6 per cent greater than the year previous. The number of heifers is still about 10 per cent above average, as well as the number normally required to maintain dairy herds at their present size. Ordinarily, this rather large number of heifers in comparison with present numbers of milk cows would cause the number of milk cows to increase about 2 per cent per year.

There are indications that the number of yearling heifers being kept for milk is likely to decline for several years, for the number of heifer calves on farms in dairy sections on January 1, 1931 was about 8 per cent below the number a year ago, and the number saved in 1931 to be raised for milk cows will probably be further reduced because of low prices of cows. During 1930 there appears to have been saved about the number of calves normally required for the replacement of old cows, so that if the number saved in 1931 is substantially lower than this, there should be a smaller number of heifers coming into production late in 1931.

One factor which is of tremendous importance at this time is the competition of dairying with other farm enterprises. In parts of the wheat region and the corn belt, dairying is closely associated with beef production through the use of cattle for both meat and milk. The tendency toward increase in the number of cattle makes this sort of dairy production an additional factor leading toward too abundant a supply of dairy products and lowered prices. Growing interest is being manifested in parts of the cotton belt, and while the output as yet represents but a small fraction of the total dairy output, it reveals a tendency away from the production of low priced cotton.

The full-grown apple tree, it is estimated, has about 50,000 leaves. This provides a flat area of evaporation surface of about half an acre. Personal comfort in the presence of trees is partly because trees give off water at all times.

Uncle Ab says that he finds most of the best deeds are done by those who care about credit for them.

### 43,508 Dairy Cattle Imported into State

Pennsylvania does not breed and raise a sufficient number of dairy and breeding cattle to meet demands within the Commonwealth, according to the Bureau of Animal Industry, Pennsylvania Department of Agriculture. During 1930, 43,508 dairy cattle were imported, while only 6,861 were exported. This movement of dairy cattle, whether local, state-wide or inter-state, creates many problems in tuberculosis eradication work and has prompted the Bureau of Animal Industry to issue the following statement:

"Tuberculosis is usually spread by direct contact and by feeding young cattle infected milk. When the disease is introduced into non-infected districts the tendency is to spread in proportion to the cattle traffic. A common way by which herds become infected is by adding diseased animals. In the sections of Pennsylvania where the inter-change of cattle is limited the extent of the disease is slight in comparison to the section where many inter-changes are made in the herds and where practically no breeding and raising of cattle is followed, straight dairying being practiced.

"Results thus far obtained indicate that it is less difficult to establish and maintain tuberculosis-free herds under the Individual and Area Plans in sections of the Commonwealth where the owners raise a sufficient number of cattle to supply their demands than in other areas. Therefore, one of the very important phases in connection with establishing and maintaining tuberculosis-free herds of cattle is to protect the tested herds and areas from outside infection.

"Owners are urged to purchase cattle to establish tuberculosis-free herds or as additions to their herds, from accredited herds, modified accredited areas or from herds credited with at least one negative test under the Individual Accredited Herd Plan or Modified Accredited Area Plan.

"Purchasers of such cattle should insist that an officially approved tuberculin test chart be furnished for each animal, giving tag number, description of animal, the name, address and township of the former owner. Such chart will serve as a means of identification for each animal and be evidence that cattle were previously tuberculin tested under Federal and State supervision.

"Your veterinarian will be pleased to assist you to obtain test chart and approved certificate from Bureau District Agent in Charge or the Bureau of Animal Industry at Harrisburg."

### Standard Grades Important Marketing Step

Increase in the use of standard grades for agricultural products has been a phenomenal step in the solution of marketing problems in Pennsylvania as well as throughout the country, states George A. Stuart, director, Bureau of Markets, Pennsylvania Department of Agriculture. "Since the establishment of the first official grades by the United States Department of Agriculture, it has been found that the use of uniform standards in every state from coast to coast, makes possible better relationships between buyer and seller, eliminates much of the waste in marketing and facilitates the financing of agricultural products," Mr. Stuart explains.

The Federal Bureau of Agricultural Economics has already established grades to cover more than 70 farm products including 50 different fruits and vegetables."

### Report of the Field and Test Dept. Inter-State Milk Producers' Association.

The following statistics show the average operations of all the Inter-State Milk Producers' Association field men in connection with testing, weighing and general membership work for the month of February, 1931.

No. Tests Made.....	6952
No. Plants Investigated..	36
No. Membership Calls....	232
No. Calls on Members....	257
No. Herd Samples Tested..	805
No. New Members Signed..	104
No. Cows Signed.....	733
No. Transfers Made.....	27
No. Meetings Attended...	8
No. Attending Meetings..	630

### Dairy Council Instituted in St. Louis

On February 1 the number of regional dairy councils of the National Dairy Council was increased by one with the establishment of the St. Louis District Dairy Council, St. Louis, Mo. George Taylor formerly in dairy extension work at Pennsylvania State College, has been appointed secretary of the new council. A program stressing quality control has been mapped out in the St. Louis territory, in this year's work.

Mr. Taylor entered Dairy Council work with a background of experience in the field of agriculture. After graduating from the University of Minnesota in 1926 he was employed by the Evansville Pure Milk Co., Evansville, Ind., where he was in charge of the milk department and connected with the manufacture of ice cream. His success here brought him to the attention of the twin City Milk Producers' Association of Minneapolis, Minn. This position contributed experience in manipulating the microscopic count of milk. Succeeding L. W. Morley, Mr. Taylor was chosen to take up extension work in dairy manufacturing at Pennsylvania State College. One of the outstanding features of his work in this connection was the development of milk exhibits at the annual Pennsylvania Farm Show.

After three years of service with the Pennsylvania State College, Mr. Taylor turned his interests to roadside marketing. He was in charge of a large roadside market on the Lincoln Highway, a short distance from Philadelphia.

During the period of his work in Pennsylvania, Mr. Taylor acted as consultant to the Philadelphia Dairy Council and the Inter-State Milk Producers' Association. This contact has familiarized him with Dairy Council policies and methods of work. In St. Louis the Dairy Council offices will be located on the nineteenth floor of the Railway Exchange Building.

### Movement to Farms Gains on City Trek

Fewer people are leaving the farms and more people are moving to the farms, according to a report received by the Pennsylvania State College department of agricultural economics. The net result, adding the surplus of births over deaths on farms, is that the farm population has increased for the first time in 10 years. Last year 1,543,000 persons left farms for towns and cities, compared with 1,876,000 in 1929, and a peak movement of 2,155,000 in 1926, estimates of the Bureau of Agricultural Economics, United States Department of Agriculture, show.

Migration from cities to farms in 1930 was the largest since 1924. Last year, 1,392,000 persons moved from cities to farms, compared with a peak movement of 1,396,000 persons in 1924. The trek forward is considered a reflection of the industrial unemployment situation.

While the net movement away from farms was 151,000 persons last year, a normal increase of 359,000 births over deaths on farms for the year brought the total farm population on January 1, 1931, to 27,430,000 persons as compared with 27,222,000 on January 1, 1930.

In the Middle Atlantic states, which include Pennsylvania, the movement to farms was 111,000 persons and the movement to cities was 95,000 a net gain of 16,000 in favor of the farms. The farm population in this division of states was estimated as 1,759,000 on January 1, 1931, as compared to 1,727,000 on January 1, 1930.

April, 1931

### Progress of Bovine Tuberculosis Eradication in Pennsylvania

Associations Boost Values \$30 a Head

Thirty dollars a head is the increased value of daughters or cooperative bull association sites used in dairy herds of the state, says R. R. Welch of the Pennsylvania State College dairy extension service.

There are 268 bulls in the 70 associations of the state, Welch reports. Of these 18 are Ayrshire, 6 Brown Swiss, 48 Guernsey, 153 Holstein, and 43 Jersey. There are 875 dairymen in the associations.

Of the 6300 cows in the herds of association members 3000 are daughters of a siring bulls over the offspring of ordinary sires as \$20 to \$40 each. This means a total increased valuation of \$90,000. Welch points out. Increased milk production of the cows sired by association bulls amounts to 500 pounds each annually, he says, or a total of 1,500,000 been 1 year.

The situation in the remaining counties is as follows:

County	Town-Town-Town-Town-Town-Town ships ships ships ships ships ships tested signed not tested signed up up up up
Adams.....	0 1 20 21
Armstrong.....	23 0 28
Berks.....	7 34 44
Bucks.....	4 1 25 30
Clinton.....	12 0 45 47
Columbia.....	5 2 13 20
Cumberland.....	5 18 23
Dauphin.....	0 21 21
Delaware.....	14 0 1 15
Greene.....	2 3 13 18
Lackawanna.....	3 2 14 19
Lancaster.....	5 35 41
Lehigh.....	0 19 19
Montgomery.....	6 0 31 37
Montour.....	1 16 17
Northampton.....	14 0 10 24
Northumberland.....	8 0 13 21
Perry.....	3 0 6 11
Pike.....	8 26 37
Schuylkill.....	1 0 15
Snyder.....	14 9 4 22 35
Total.....	145 25 407 577

All the association herds are free from bovine tuberculosis, and tests are now being made on many of them to make certain that Bang's disease is absent.

The Orderly Farm Shop Is Found Most Efficient

The farmer who obtains the greatest returns for effort expended on repairs is the one whose farm shop is orderly, with all tools in first-class condition and in their proper places.

This opinion is voiced by Prof. E. R. Gross, agricultural engineer for the State Experiment Station, as a result of his observations in many farm shops in New Jersey.

"In the better farm shops," he asserts, "one does not find hammers loose on their handles, tools red with rust, or the work benches littered with shavings, rags, and tools. On the contrary, saws are sharpened and set, auger bits are in good condition, and the edges of hatchets, axes, chisels, and planes are sharp and free from nicks, and new hawksaw blades are available and ready for use.

"Probably the most satisfactory arrangement of tools, as seen in the better farm shops," Professor Gross continues, "is an orderly grouping on hooks and nails on the wall in back of the work bench. If the bench is from 2 to 2 1/2 feet wide, there will be sufficient working surface, and it will still be possible for a man to reach over and easily remove any tool from the wall.

"Many tools may be replaced after they are used, and the surface of the bench kept clear for work. The few moments required for replacing tools actually saves time, because if tools accumulate on the bench they must be shoved about as the work proceeds. Thus time is lost in moving the tools about and in finding them when needed later.

"Nails, screws, rivets, tacks, and other small items and tools may be kept in a rack of boxes or tin cans that are labelled and easily accessible. An excellent rack for chisels, punches, screw drivers, and files may be made by boring holes in a strip of wood, and nailing it to the wall. Wrenches may be stored in pigeon holes."

### Feed Grain to Cows

If roughage is scarce or poor in quality, the grain ration for dairy cows should be increased. Profits in milk production are not realized through skimping on the feed bill but by liberal feeding of good cows and weeding out poor ones.

### Milk Marketing Conditions and Prices In Other Leading Territories

#### New England Markets

Quoting from the report of W. H. Bronson, of the New England Dairymen's Association, in the March issue of the "New England Dairymen," production of milk since the first of January has decreased, while normally production increases. This decrease in production is due to the unfavorable prices paid during the past two months and the unfavorable outlook for prices in the future.

According to the "Sanitary Milk Bulletin" published by the Sanitary Milk Producers, Inc., St. Louis, Mo., the net price for basic milk for March, 1931, was \$2.15 per hundred pounds, for 3.5% fat, F. O. B. country stations or platforms.

The net price for February first, surplus milk, was \$1.11 per hundred pounds, F. O. B. Country. The net price for second surplus milk for February was 9.2 cents per hundred pounds for 3.5% milk.

Under the sales contract with co-operating dealers the total fluid sales for the last six months of 1930 divided by the production for the same six months is the per cent of each farmer's production that will make up his base pounds. This per cent came to 46%.

cents per quart, in February, which however, has been reduced to 12 cents in March.

#### St. Louis, Mo.

According to the "Sanitary Milk Bulletin" published by the Sanitary Milk Producers, Inc., St. Louis, Mo., the net price for basic milk for March, 1931, was \$2.15 per hundred pounds, for 3.5% fat, F. O. B. Country. The net price for February first, surplus milk, was \$1.11 per hundred pounds, F. O. B. Country. The net price for second surplus milk for February was 9.2 cents per hundred pounds for 3.5% milk.

The average weighted price paid by all dealers in the 10th zone, (181 to 200 miles) in January was \$1.92 per hundred weight, which price is 20 cents per hundred below the previous month and 55 cents below last year.

The January fluid milk price this year was \$2.43 a hundred compared with \$3.36 last year. The Class II or surplus price was \$1.25 a hundred weight, as compared to \$1.45 last year.

#### Baltimore, Md.

From the Dairymen's League News, official organ of the Dairymen's League, we note that the February net pool price for 3.5% milk in the 201 to 210 mile zone in that territory was \$2.00 per hundred pounds. Milk is sold in the Dairymen's League territory in various classes ranging from milk and cream to a variety of general dairy products.

It also reports that production at the end of February, the 1931 level, was approximately eight pounds per day, per dairy, over that of 1920. This was due largely to the increased freshening of cows. Producers, it says, can protect their market and price structure by eliminating increases in production through avoiding having cows freshen in January, February, and March, as milk consumption does not increase in those months. Every pound of increased production per day, per dairy, during those months means one cent less per hundred pounds on the pool price.

#### Hartford, Conn.

From the "Connecticut Milk Producers' Association Bulletin," we glean the following notes as to March Milk Prices. "The February and March price was set at 8 1/2 cents per quart, of 4% butterfat content, delivered at market centers." This is the Grade "B" Milk price.

Milk in this market is sold in 4 classes: fluid milk, milk made into cream, fluid milk to go with the fat, milk made (milk to go with the fat), milk made into manufacturing purposes and milk used in making butter.

Premiums for special grades are designated in contracts when such grades are sold.

EDITOR'S NOTE: The price of milk in March to consumers in the market named was 15 cents per quart. Prices for 3.5% milk at Hartford, New Haven and Bridgeport, Conn., are quoted at \$3.75 per hundred pounds.

#### Chicago Market

From the March "Pure Milk," published by the Pure Milk Association, Chicago, Ill., we note that there has been a slight increase in sales, in certain parts of its market, while in others it is not so good.

The February price of Class I milk was \$2.32 per hundred pounds, and will apply on 90% of the basic milk sold. Class II will be the rest of the basic and the first 10% over basic. This will be paid for at the rate of 3.5 times 92 score butter, plus 20%.

Class III was the balance of the milk delivered for which the price was 3.5 times 92 score butter, Chicago.

Can milk was sold at \$1.60 net, F. O. B. Country.

## INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.

August A. Miller, Editor and  
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Frederick Shangle, Advertising Manager

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"Entered as second-class matter, June 3, 1920,  
at the post office at West Chester, Pennsylvania,  
under the Act of March 3, 1879."



The time is rapidly approaching and in some sections of our milk shed, is already close at hand, when garlic, grass or off flavored milk must be carefully guarded against.

Consumers of our fluid milk won't buy or use milk that has these or any other undesirable flavor and the marketing of such milk, makes a dissatisfied customer and a loss in just so much daily consumption.

Stringent regulations regarding the acceptance of milk having undesirable flavor have been made by buyers of our milk for fluid consumption.

Dairymen who have garlic infested pasture fields should use every precaution to keep milk cows off such infested fields and should the milk show any flavors from garlic, grass or other undesirable flavor, such milk should be retained at home, rather than forcing it upon a fluid milk consumptive market.

Milk with any unsatisfactory flavor or odor, will no doubt result in its rejection.

From the various printed pages of the Milk Producers' Review, each month our readers have been able to get a very complete picture of the milk marketing situation in our own Milk Shed. This, we believe a very important factor in keeping our members posted as to marketing conditions. We feel, however that, inasmuch as the marketing of fluid milk has expanded so greatly, that our membership is not fully informed unless they also obtain an idea as to what marketing conditions may be in other sections of the United States, particularly where cooperative marketing associations are important factors in the marketing of their members milk.

We have inaugurated, therefore, beginning with this issue of the Milk Producers' Review, on page 3, a brief statement of such marketing conditions as becomes available from the official publications of the various organizations.

One must bear in mind, however, that these various reports are based on marketing conditions, such as existed in each respective territory when their publications were issued and are being quoted for your information.

The general labor depression is still an important factor in almost every line of industry. It has had a material bearing on the consumption of dairy as well as all other food products.

Living conditions have changed materially, due to the earning power of labor and too often the little money that is

## MILK PRODUCERS REVIEW

April, 1931

## MARKET CONDITIONS

By H. D. Allebach

available is not spent wisely, from the standpoint of health.

This has probably affected the city dweller more than that of the farmer—but even in the latter class, a lack of proper and sufficient food has been reported.

About a month ago, a booklet, "Feeding a Family of Five, on \$8.22 a Week," was prepared, printed and distributed. Nearly 20,000 of these booklets have been distributed and have proven quite popular.

This booklet was based upon the economic purchase, at advertised prices, of certain foods, numerous nutrition authorities state, to properly nourish a family of five.

Naturally the use of dairy products was properly stressed and it just occurs to the writer that many of our farm folks could benefit by studying and using such a food budget, at least in part.

A copy of this booklet may be obtained, as long as the supply lasts, by addressing the Editor, Home and Health Department of the Milk Producers' Review.

### April Milk Prices

Under agreement made December 12, 1930, with co-operating buyers, the price to be paid for basic milk during April, 1931, will be as noted below.

The price of basic milk, 3 per cent butterfat content, F. O. B. Philadelphia, for April will, subject to market conditions, be \$2.89 per hundred pounds or 6.2 cents per quart.

The price of basic milk delivered at receiving stations in the 51-60 mile zone, for April, 3 per cent butterfat content will, subject to market conditions, be \$2.31 per hundred pounds, with the usual differentials and variations at other mileage points.

### SURPLUS MILK

Surplus milk shipped during April, 1931, will be paid for by co-operating buyers, on the average price of 92 score butter solid packed, New York City.

### Announce Change in Farmers' Day

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of February, 1931:

No. Inspections Made..... 3079  
Sediment Tests..... 3829

No. Permanent Permits Issued..... 15

No. Temporary Permits Issued..... 0

Meetings..... 2

Attendance..... 160

Reels Movies Shown..... 0

Bacteria Tests Made..... 9

No. Miles Traveled..... 20,906

Man Days, Fairs and Exhibits..... 87

During the month 155 dairies were discontinued from selling for failure to comply with the regulations—98 dairies were re-instated before the month was up.

To date 189,051 farm inspections have been made.

### Penna. Corn Borer Area

The area as previously regulated included more than two-thirds of the counties in the western and northern sections of the Commonwealth. To this the Federal Department has added all the remaining townships in Northampton County not regulated before; the townships of Hanover, North Whitehall, Salisbury, South Whitehall, Upper Saucon, Washington and Whitehall, the city of Allentown and the borough of Emmaus in Lehigh County; and the borough of Riegelsville in Bucks County.

Use about two pounds of superphosphate daily to each cow's manure, in the dairy barn. It makes a balanced fertilizer and reduces the plant food loss when manure is stored.

Statement of the ownership, management, etc., required by the Act of August 24, 1912, of the Inter-State Milk Producers' Review, published monthly at West Chester, Pa.

Editor, August A. Miller, Brookline, Delaware County, Pa.; Business Manager, August A. Miller, Brookline, Delaware County, Pa.; Advertising Manager, Frederick Shangle, Trenton, New Jersey; Publisher, Inter-State Milk Producers' Association, Philadelphia, Penna.

Frederick Shangle, Advertising Manager, sworn to and subscribed before me this 1st day of April, 1931.

A. F. WALSH,  
Notary Public.

My commission expires March 5th, 1933.

## MILK PRODUCERS REVIEW

April, 1931

## LATEST MARKET PRICES

The basic prices, quoted below, for March 1931, represent those to be paid by co-operating buyers for that month.

For all milk in excess of the basic quantity the surplus price, quoted below, for the month of March is to be paid.

Surplus price to be paid for under one classification, Class I, represented by the amount of milk purchased from members of said Association.

Class II, represented by the amount of milk purchased from the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46 1/2 quarts) of all milk purchased from members of said Association.

Class III, represented by the amount of milk purchased from the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46 1/2 quarts) of all milk purchased from members of said Association.

Class IV, represented by the amount of milk purchased from New York City.

### PHILADELPHIA SELLING PLAN

This price list is issued with the understanding that it is net to the producers and that all buyers using it as a basis of payment to producers, shall in addition thereto make the following contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46 1/2 quarts) of all milk purchased from any producer at prices listed hereon.

(2) To the Inter-State Milk Producers' Association, 2c per 100 pounds (46 1/2 quarts) of all milk purchased from members of said Association.

(3) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46 1/2 quarts) of all milk purchased from other producers at prices listed herein.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed, for improvements and stabilization of market and for an educational campaign advertising the food value of dairy products.

### BASIC PRICE March, 1931

#### F.O.B. Philadelphia

#### Grade B Milk

#### Basic Quantity

#### Per 100 Lbs.

#### Price

#### Per Qt.

#### Miles

#### 1 to 10 inc.

#### 11 to 20 "

#### 21 to 30 "

#### 31 to 40 "

#### 41 to 50 "

#### 51 to 60 "

#### 61 to 70 "

#### 71 to 80 "

#### 81 to 90 "

#### 91 to 200 "

#### 201 to 210 "

#### 221 to 230 "

#### 241 to 250 "

#### 251 to 260 "

#### 261 to 270 "

#### 271 to 280 "

#### 281 to 290 "

#### 291 to 300 "

#### 301 to 310 "

#### 311 to 320 "

#### 321 to 330 "

#### 331 to 340 "

#### 341 to 350 "

#### 351 to 360 "

#### 361 to 370 "

#### 371 to 380 "

#### 381 to 390 "

#### 391 to 400 "

#### 401 to 410 "

#### 411 to 420 "

#### 421 to 430 "

#### 431 to 440 "

#### 441 to 450 "

#### 451 to 460 "

#### 461 to 470 "

#### 471 to 480 "

#### 481 to 490 "

#### 491 to 500 "

#### 501 to 510 "

#### 511 to 520 "

#### 521 to 530 "

#### 531 to 540 "

#### 541 to 550 "

#### 551 to 560 "

#### 561 to 570 "

#### 571 to 580 "

#### 581 to 590 "

#### 591 to 600 "

#### 601 to 610 "

#### 611 to 620 "

#### 621 to 630 "

#### 631 to 640 "

#### 641 to 650 "

#### 651 to 660 "

#### 661 to 670 "

#### 671 to 680 "

#### 681 to 690 "

#### 691 to 700 "

#### 701 to 710 "

#### 711 to 720 "

#### 721 to 730 "

#### 731 to 740 "

#### 741 to 750 "

</div



# HOME and HEALTH

ELIZABETH McG. ORR, Editor

"YOUTH is not a time of life. It is a state of mind. It is a tempo of the will, a quality of the imagination, a vigor of the emotions. It is a freshness of the deep springs of life. Youth means a predominance of courage over timidity, of the appetite of adventure over the love of ease. This often exists in a man of fifty more than in a boy of twenty. Nobody grows old by merely living a number of years. People grow old by deserting their ideals."

## Women We've Met

Raising the old, old-fashioned flowers which used to grow in our mothers' gardens is what Miss Ira J. Godschalk, near Manheim, Pennsylvania, has made a speciality of in her "Posy Patch Nursery."

She can tell you all kinds of tales about her adventures in tracing down the unusual among flowers and plants; how she rescued an old Christmas rose from an abandoned cemetery, or about the clump of iris she found which had been growing in the same spot for seventy-five years.

But her nursery is modern as well as old-fashioned. She has secured Italian scilla from Washington state, and brought from the Smoky Mountains of the South something which she calls easily, *thermopsis carolinica*. In order to have the very best, she even ordered hollyhock seed from England, costing fifty dollars for a thimbleful.



Not long ago Miss Godschalk moved her nursery to larger quarters and remodelled an old stone barn as headquarters for "The Posy Patch." She has only the assistance of young neighborhood girls who can't be afraid of hard work for their employer sets them a strenuous example.

If you could see her in her gardening knickers, with a big straw hat on the back her head, and her dog "Chin" on a trot to keep up with her pace, you'd know she meant business. And you wouldn't be surprised that she has all kinds of big orders, and even ships to the White House florists.

When grease soaks into foods fried in deep fat it is because the fat is not hot enough.

A well-stocked emergency shelf provides for unexpected guests.

Now that the eggs and milk are relatively cheap, they can be used economically in the low-cost diet.

## Hoe Handle Hints from New York College of Agriculture

There should be in your garden a few early cabbage plants. Two heads are better than one, and ten or a dozen still better. Golden Acre is one good variety, but if you buy the plants, as you probably will, you must be content with whatever early cabbage the grower has. The Wakefields and Copenhagen are also good.

If previously hardened by some exposure to low temperatures and by being put on rather short allowance of water for a while, cabbage may be set out in the open before frost danger is past. Early cabbage plants may be set as close as fifteen inches in the row.



Courtesy Pennsylvania State College

LETTUCE AND SPINACH IN COLD FRAME AS A SPRING OR FALL CROP

New Zealand spinach is not a true spinach. Botanically the plants are not closely related, but New Zealand has the same uses as common spinach, and some people like it better.

It has one decided advantage over common spinach in that it does not bolt to seed in hot weather. It does make some seed, as a matter of fact, but it continues to produce leaves for greens at the same time. The seed is slow to germinate and should be soaked for forty-eight hours before it is planted.

Space widely, at least fifteen inches between plants, as it is a rampant grower.

For use, the tips are pinched off a few inches back and cooked, stems and all. It is tender and needs only about fifteen minutes of cooking in very little water.

Whenever the tips are pinched off new branches start. The plant is tender to frost, but gives greens in abundance all summer.

How early do you dare to plant beans? Some factors are altitude, latitude, soil and perhaps variety. Black Valentine is famous for hardiness, but is poor in quality. Bountiful, also early and hardy, is much better for first plantings. Late April planting is a sporting chance on light soil, in many seasons, in many parts of the state; early May is safer, of course.

Plant beans not too deep, usually not more than one inch. Seed is dropped two or three inches apart in rows spaced eighteen inches to two feet for hand hoe or wheel hoe cultivation.

Bountiful for early snaps, as has been



Courtesy Penna. State College

Vegetables that grow underground should be covered in cooking and those that grow above ground left uncovered.

Blankets should be hung to dry so that the stripes are vertical. This will prevent the colors from running into the background.

Cleaning, airing and sunning before storing winter furs and woolens are good moth preventatives.

April, 1951

April, 1951

MILK PRODUCERS REVIEW

## Stirring Questions From the Child Health Conference

Dr. HANNAH MCK. LYONS

"There is a new era coming for the American child," said Secretary of the Interior Wilbur in the opening of the Conference of the White House Committee.

Rev. A. J. McCartney, D.D., prayed, "God of our children, we invoke Thy divine favor upon the household of the Nation. We thank Thee that Thou dost reveal Thyself in the home and in the life of a little child. Bless all little children everywhere, give them health of body, purity of mind and joy in work and play."

President Hoover in his address said, "Let no one believe that these are questions which should not stir a nation. If we could have but one generation of properly trained, educated and healthy children, other problems of government would vanish. One good community nurse will save a dozen future policemen."

The President then used statistics to give a birds-eye view of the great study before us, telling us that it had been learned that of the 45,000,000 children in the United States,

35,000,000 are reasonably normal; 6,000,000 are improperly nourished; 1,000,000 have defective speech; 1,000,000 have weak or damaged hearts; 75,000 present behavior problems; 450,000 are mentally retarded; 382,000 are tubercular;

3,000,000 have impaired hearing; 12,000 are totally deaf;

300,000 are crippled;

50,000 are partially blind;

14,000 are wholly blind;

209,000 are delinquent; and

500,000 are dependent.

A total of ten millions of deficient.

But that we not be discouraged let us bear in mind that there are 35,000,000 reasonably normal, cheerful human beings radiating joy, and mischief, and hope, and faith. Their faces are turned toward the light their is the life of great adventure. These are the vivid, romping, everyday children, our own and our neighbors', with all their strongly marked differences. The more they charge us with their separate problems the more we know they are vitally human and alive. Then, too, on the bright side reports show we have 1,500,000 specially gifted children. Herein lies the future leadership of the Nation, if we devote ourselves to their guidance.

The industry as a whole is becoming all, more important than any one it is. Producers can sell and dealers can buy to the best advantage when the best interests of all are uppermost."

Clyde L. King, in "Country Gentleman" (Continued on page 7)

8 to 9 pounds of pure water! So much water, in fact,

## EVERY BLADE of SPRING GRASS is FOUR-FIFTHS WATER!

Because Purina Cow Chow is such good feed you can make 100 pounds of milk with less feed...less money...fewer cows. That means something in these days.



### THE PURINA COW CHOWS

BULKY COW CHOW 24% COW CHOW  
20% COW CHOW 31% COW CHOW  
BULKY-LAS FITTING CHOW  
CALF CHOW

### The World Around Us

(Continued from page 6)

"Consider the little coral reefs, that have produced big islands.

Think of the task which they undertake without knowing it. For centuries they work, lifting the wall of coral slowly, from the bed of the sea. Each little hole in the coral is the tomb of one worker. Not one of them ever lives to see a change. But they work and plod along. At last the work is done, the island rises, the soil is formed, birds bring seeds, palms grow, human beings appear, the little creatures have done their work well.

May I remind you that every organization and every individual is asked to help—all the mass of information is available to you. It is yours to use in your own neighborhood.

Inheritance from ancestors, the influence of those with whom we associate and, above all, our own thought and work. Life is a road we must travel. It is a long road, to the average man, but short to one who feels that he has something to do.

What brings a man abiding happiness, is the fact, that the thing he does, if it is meritorious, is the thing he told himself, that he would do. It is good to know that the world speaks well of him. A wise philosopher has said, that a man can have no reward that is better worth having than the general esteem of his community. But we want, in addition, the seal of our conscience, whatever the external voices may disclose."

DR. EMLYN JONES,  
Upper Darby, Pa.

In 1924 Herbert Hoover as President of the American Child Health Association, wrote to President Coolidge saying, "It is the desire of many that May 1st be established as a day of constructive thought and demonstration for community action on Health of the American Child."

President Coolidge approved this thought. Each year, the interest grew until in 1928 Congress passed a joint resolution setting apart May 1st as National Child Health Day, and authorizing the President to issue a proclamation calling on every organization and individual to observe the day as seemed best in their community.

For suggestions for programs, write to the Child Hygiene Department in your own state capitol.

Page 7

**TUBULAR COOLING INCREASES PROFITS**

**TUBULAR** cooling and aeration of milk means better milk—improves flavor—safeguards against souring. "Rejects" are avoided. Losses are avoided. And in those sections where milk is graded the properly cooled and aerated product brings a better price. And a good tubular cooler doesn't cost you a lot of money. An *Oriole* *Genuine Tubular Cooler*, Model A, 35 gals. an hour, will cost you only \$30.00—Model B, 50 gals. an hour, only \$37.50, plus transportation charges. *Oriole* *Tubular Coolers* have always been popular with dairymen. No soldered, hard-to-clean corners between tubes—swinging spout—ten 1 1/4" tubes with big return bends give wonderful cooling capacity—improved trough—strongly built—light weight. All the cooling efficiency of big coolers in coolers of just the right sizes and capacities for your dairy. Write for literature.

**CHERRY-BURRELL CORPORATION**  
Philadelphia, 2324 Market St. Pittsburgh, 1139 Penn Ave.  
Baltimore, Russell & Ostend Sts.

**ESCO** The ENGINEERED Electric MILK COOLER

Automatically and quickly cools your milk to below 50° and keeps it cold until shipped. Merely leave cans of milk standing in the cold water of the cabinet. Engineered exactly to your needs, the ESCO and all its essential features are patented. Sanitary, labor-saving, costs less than ice to operate.

Other ESCO Electric equipment for the Milk House:

ESCO DRY-AIR ELECTRIC STERILIZER. An electrically heated, insulated cabinet for cans, pails and utensils.

ESCO ELECTRIC WATER HEATER. Supplies required quantity of hot water at each milking time.

Write for details as to sizes, styles, prices, etc.

**ESCO CABINET COMPANY**  
WEST CHESTER, PENNA.

## Standard of the Better Dairies

**NICE** REG. U.S.A.

THE NAME TO GO BY—WHEN YOU GO TO BUY PAINT AND VARNISHES

Write for Color Cards and Booklet "Paint Pointers".

**EGENE E. NICE COMPANY, Inc., PHILADELPHIA**

## Cow Testing Associations

## Bucks County (Pa.) Makes Important Herd Improvement Report

Herd Improvement Associations in Bucks County, Penna., according to report by W. F. Greenwald, county agent and the respective group testers, show interesting developments, not only to the members of the group but to everyone interested in this character of work. Extracts from these records are printed herewith.

## Group No. 1

This group completed its third year on March 1, 1931. It had 18 whole year 5 part year members. The total number of cows for all or part of the year was 45.

The yearly record of the group was as follows:

AVERAGE	No. Cows	LBS. MILK	LBS. FAT
1929	363.18	8144	320.4
1930	408.74	8395	327.1
1931	267.52	7805	318.3

Some of the records for the whole year members are as follows:

Average Lbs. Milk per Cow.....	7805
Lbs. Butterfat.....	318.3
Per cent of Butterfat.....	4.1
Total cost of Feed.....	114.91
Value of Product Over Feed Cost.....	172.39
Feed Cost per 100 Lbs. Milk.....	1.47

Twelve herds, with an average of 50 or more cows exceeded an average production of 300 pounds of butterfat.

The following is a grouping of all cows producing over 300 pounds of butterfat:

Group I, between 500-600 pounds fat	1 cow
" II, " 400-500 "	24 "
" III, " 300-400 "	102 "
127 cows	

## Group No. 2

This group has been in operation for eight years, as shown by the following year record:

AVERAGE	No. Cows	LBS. MILK	LBS. FAT
1924	247.46	7724	284.3
1925	380.68	7549	271.3
1926	406.35	7552	281.1
1927	366.07	7696	301.6
1928	356.56	7879	313.8
1929	363.18	8214	331.8
1930	291.74	8154	310.0
1931	271.76	8525	316.3

Some of the records for the whole year members are as follows:

Average Lbs. Milk per Cow.....	8525
Lbs. Fat.....	316.3
Per cent of butterfat.....	3.7
Total Cost of Feed.....	128.88
Value of Product Above Feed Cost.....	142.55
Feed Cost per 100 Lbs. Milk.....	1.51

The following is a grouping of all cows producing over 300 pounds of butterfat:

Group I, between 600-700 pounds fat	2 cows
" II, " 500-600 "	6 "
" III, " 400-500 "	31 "
" IV, " 300-400 "	119 "
158 cows	

## Group No. 3

This group finished its first year, March 1st, 1931, with ten whole and one part year member. The total number of cows for all or part of the year was 326.

The yearly record of this group was as follows:

AVERAGE	No. Cows	LBS. MILK	LBS. FAT
1931	215.50	7964	315.5

Some of the records for the whole year members were as follows:

Percentage of butterfat.....	4.0
Total cost of Feed.....	\$128.11
Value of Product Over Feed Cost.....	158.42
Feed Cost per 100 Lbs. Milk.....	1.61

The following is a grouping of all cows producing over 300 pounds of butterfat:

Group I, between 500-600 pounds fat	6 cows
" II, " 400-500 "	26 "
" III, " 300-400 "	57 "
89 cows	

**American Institute of Cooperation Plans Important Session**  
(Continued from page 1)

**Omaha**, Hutchinson, Kansas, secretary; W. E. Grimes, Manhattan, Kansas. Its executive board also includes: E. R. Downie, Kansas City, Mo., in charge of contacts, and Floyd B. Nichols, Topeka, Kansas, in charge of publicity.

The American Institute of Cooperation was incorporated in the District of Columbia as an educational institution in 1924 and is controlled by 35 farm organizations. Its 1925 session was held at the University of Pennsylvania, Philadelphia; 1926 at the University of Minnesota, St. Paul; 1927 at Northwestern University, Chicago; 1928 at the University of California, Berkeley; 1929 at Louisiana State University, Baton Rouge; and 1930 at Ohio State University, Columbus.

The present officers and trustees are: G. D. Sanders, chairman, Seattle, Washington; C. E. Hough, vice-chairman, Hartford, Conn.; M. S. Winder, vice-chairman, Chicago, Ill.; Charles W. Holman, secretary, Washington, D. C.; I. W. Heaps, treasurer, Baltimore, Maryland; Paul S. Armstrong, Los Angeles, California; H. E. Babcock, Ithaca, N. Y.; Laurence A. Bevan, Boston, Mass.; J. J. Brennan, Sacramento, Calif.; Wm. P. Bullard, Albany, Ga.; Dr. Tain Butler, Memphis, Tenn.; C. D. Cavallaro, San Jose, Calif.; Joshua C. Chase, Sanford, Florida; E. R. Downie, Kansas City, Mo.; Charles A. Ewing, Decatur, Illinois; Dr. A. W. Gilbert, Boston, Mass.; Roy M. Hagen, Fresno, Calif.; Chas. W. Holman, Washington, D. C.; C. E. Hough, Hartford, Conn.; C. E. Huff, Chicago, Illinois; H. G. Kenney, Omaha, Nebr.; James H. Lemmon, Lemmon, South Dakota; Leroy Melton, Greenville, Ill.; John D. Miller, New York, N. Y.; J. S. Montgomery, Chicago, Ill.; C. O. Moser, New Orleans, La.; L. B. Palmer, Columbus, Ohio; Quentin Reynolds, Springfield, Mass.; S. D. Sanders, Seattle, Wash.; Wm. H. Settle, Indianapolis, Ind.; J. W. Shorthill, Omaha, Nebr.; A. H. Stone, Dunleith, Miss.; L. J. Taber, Columbus, Ohio; Dan A. Wallace, St. Paul, Minn.; R. A. Ward, Portland, Oregon; M. S. Winder, Chicago, Ill.; and Dr. O. O. Wolf, Ottawa, Kansas.

## Bulletins On Insects Are Most Popular

A careful record kept the past four months, indicate that publications on the life history and control of insects were the most popular bulletins of the Pennsylvania Department of Agriculture, during the summer months, officials state.

Thousands of the following publications were requested by farmers, and others interested in plant culture: No. 432, Insect Pests of the Household; No. 433, Grape Insects and Diseases; No. 441, Rose Insects and Diseases; No. 469, European Corn Borer in Pennsylvania; No. 473, The Japanese Beetle in Pennsylvania; No. 477, The Oriental Fruit Moth in Pennsylvania; No. 480, Scale Insects Injurious in Pennsylvania; and No. 489, The Mexican Bean Beetle.

Bulletins on other subjects, for which numerous requests were received, include: No. 448, Pennsylvania Weeds; No. 453, Poultry Diseases; No. 484, Agriculture in Pennsylvania; and a bulletin entitled "Compilation of Laws Relating to Agriculture."

## Feed Hay Carefully

If hay is scarce, feed the best of it to milking cows and young calves. Give the other stock the poorer roughages supplemented by some grain.

## EXTRA DAYS are COSTLY when you raise a BIG FAMILY



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Whether you are raising a big family of chicks—or just a few birds—make this saving by speeding their growth with Amco Starting and Growing Mash.

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District Office: Muncy, Pa.

## Feed Farm Soil

A garden rich enough to grow weeds will, with a different treatment, grow vegetables. But weeds take their time and have a long root reach for the food quest. Vegetables must grow quickly if they are to please man. They have been educated to depend upon him and to repay his care. Food in the soil must be abundant and ready for use. Put on well

rotted stable manure this spring. Fresh manure is not very good especially when applied in the spring; the more straw it has the less desirable it is. If manure is used, put on also superphosphate (acid phosphate) about fifty pounds to each two horse loads of manure. If manure is not to be had, use a commercial fertilizer. A 5-10-5 fertilizer at the rate of a pound to every thirty square feet is recommended. The numbers refer to percentages of ammonia, phosphoric acid and potash, in that order. If 5-10-5 is not available use some other whose phosphoric acid figure (the middle one) is nearly double the other two, which should be nearly equal. Spread the fertilizer broadcast after plowing, but before harrowing or raking. Even with stable manure a light application of commercial fertilizer should be made.



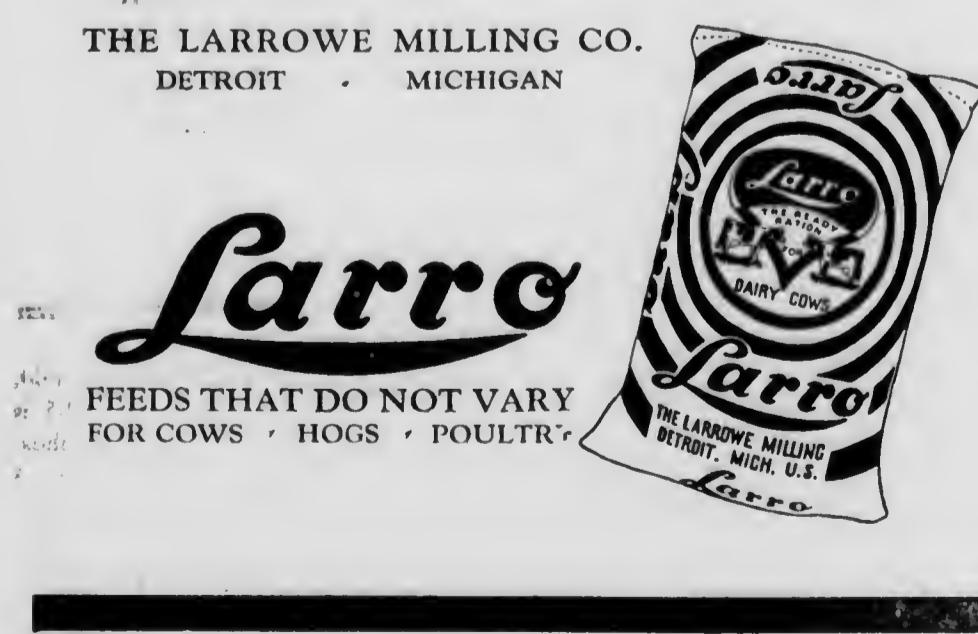
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in the Philadelphia Milk Shed

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#### Drought-Killed Trees Make Good Farm Lumber

What to do with large trees killed by the drought is a question asked by many farmers who own woodlands. If the timber can be salvaged economically, the Forest Service, United States Department of Agriculture, advises cutting it now. If a market can not be found for this material, it is better to cut it for future use on the farm than to let it go to waste in the woods. Many mature trees have succumbed in some of the drought-stricken sections, and if they can be used now it is better to cut them before they begin to decay. Trees containing saw logs may be good for lumber, and crooked or diseased trees can be used to augment the fuel-wood supply.

"There is always on every farm a need for construction and repair materials," the extension forester of Virginia points out, "and here is a chance to salvage those dead trees and at the same time provide a supply of repair material for years to come. There are many sawmill operators who would be glad to do a little custom sawing. Some of them would take their pay in logs. There are on almost every farm the tools, wagons and work stock necessary to do the logging and hauling.

"Properly stacked and roofed over with the common boards, lumber will keep almost indefinitely. Why not cut those trees this winter and have them turned into inch boards, 2 by 4s, 4 by 6s, and other sizes needed for the upkeep of the farm?"

#### Use Wired Perches

Wire netting made of 16-gauge wire and 1 1/2-inch mesh has been found satisfactory for use between the chicken roosts and the dropping boards. It keeps the chickens off the boards and catches any eggs laid by the birds on the perches.

It usually takes a transplanted tree or shrub a year to develop enough leaves to utilize any amount of concentrated fertilizer.

#### COOL YOUR MILK PROPERLY

Proper cooling of milk and cream with the Milwaukee Silo will check bacteria growth and eliminate Animal Heat and Off-flavor. Will enable you to produce a high quality product, which means profit for you.

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503,031 Dogs Reported  
Licensed During 1930

The Bureau of Animal Industry, Pennsylvania Department of Agriculture, announced today that 508,081 dogs were licensed in Pennsylvania outside of Philadelphia, Pittsburgh and Scranton, during 1930. This number is only 68 below the total for 1929—the highest on record. In 1922, when the State first took over the enforcement of the Pennsylvania dog law, only 347,847 tags were issued.

The necessity of prosecuting dog owners for violating provisions of the law has become less during recent years, judging from the annual records. The number record total of 10,021 in 1923, dropping off since that year to 5,185 in 1930, the lowest since 1922.

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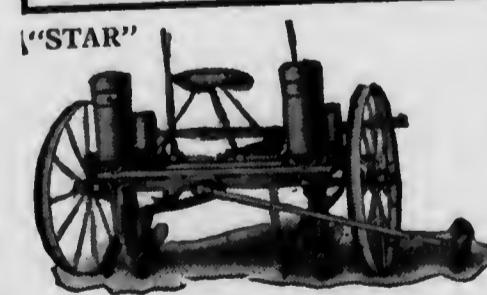
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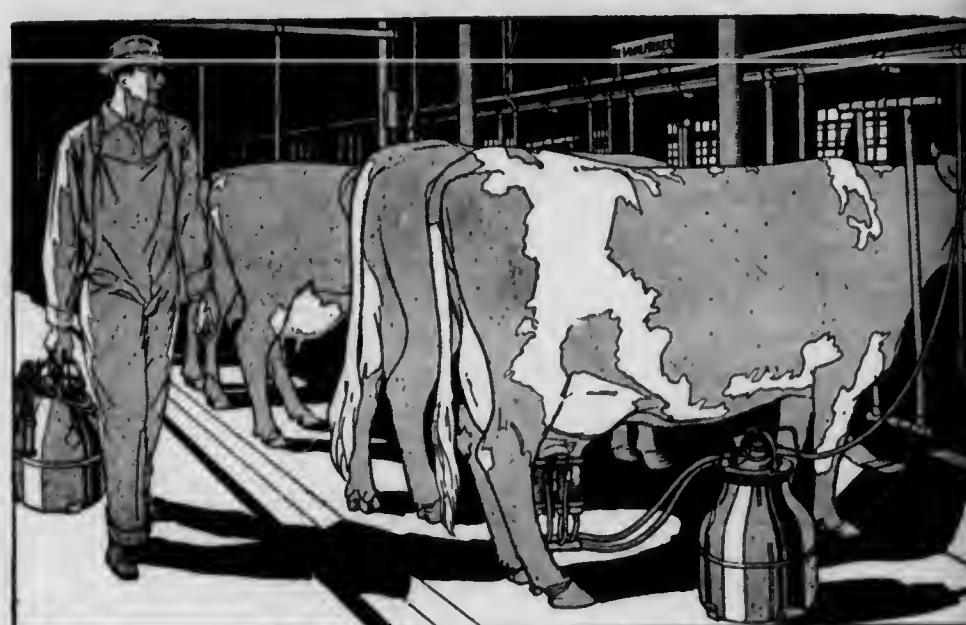
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**Inter-State Milk Producers' Ass'n**  
219 N. Broad St., Philadelphia

## Facts About



## De Laval Milker

**Reduce Expenses**—By reducing the costs of producing milk Laval Milkers earn greater profits for users. In many cases they milking time by half and make it possible to do the milking with one-half to one-third the labor. Men are thereby released from milk for other necessary and profitable work around the farm. Reducing production costs is a quick way to hold up or increase profits.

**Economical to Operate**—De Laval Milkers are economical to operate. For instance, a two-unit Magnetic Milker which will milk 25 cows an hour costs on an average of but four cents per milk to operate. In addition this outfit, if an Alpha Dairy Power Plant and De Laval Barn-Lighting Outfit are used with it, will supply hot water for washing purposes and barn light for milking **at no extra cost**.

**More in Use**—There are more De Laval Milkers in use today than of any other make. There must be a reason.

**More Than 2,000,000 Cows** are milked with De Laval Milkers in all parts of the world.

**Overwhelming Preference**—A nation-wide investigation by "Electricity on the Farm" among its 200,000 readers shows that 70% of those who are going to buy a milker will get a De Laval. Experience has proved that De Laval Milkers are the best.

**Used by U. S. Government**—All of the cows owned by the Bureau of Dairying of the U. S. Department of Agriculture at its experimental farm at Beltsville, Md., and at seven other places in the United States are, or shortly will be, milked with De Laval Milkers.

**Agricultural Colleges**—Most of the agricultural colleges, schools and experiment stations in the United States and Canada use De Laval Milkers to milk their cows. The experts know that De Laval Milkers are the best.

**Used by the Largest Certified Milk Producers**—De Laval Milkers are used by the largest certified milk producers, proving they are easy to keep clean and in sanitary condition.

**Record Cows**—Many world's record cows have made their records with De Laval milking—hundreds of state, class and dairy herd improvement records have been made by De Laval milked cows, proving that cows do better with De Laval milking than with any other method.

**Best Investment**—Most De Laval users agree that the De Laval Milker was the best investment they ever made, and that a De Laval makes more profit and gives greater satisfaction than any other equipment they own.

**Three Kinds of De Laval Milkers**—There is a De Laval Milker for every need and purse. The De Laval Magnetic Combine is a wonderful outfit for the large producer of certified or commercial milk. The De Laval Magnetic is the ideal milker for the great mass of users. The De Laval Utility is the best milker for the small users or for those to whom first cost is the greatest consideration.

**Made and Serviced** by the largest and oldest organization of its kind in the world. De Laval has the best engineers, best equipped factories, and largest field and dealer organization.

**Easy Payments**—De Laval Milkers can be purchased on an easy payment plan that makes it possible for anyone to obtain the advantages of De Laval milking. This is an easy way to secure what hundreds of De Laval Milker users term the best investment they ever made.

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